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INDUSTRY
DECEMBER 1956

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THE SOUTHERN NEW ENGLAND

Telephone

COMPANY

Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.
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L. M. BINGHAM, *Editor*

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A RECENT ESSO TANKER ARRIVAL AT WYATT'S NEW HAVEN TERMINAL

The "Esso Syracuse" is 547 feet long, has a 70 foot beam and draws 30 feet of water. It took 5 days for the 1820 mile trip from Aruba, N.W.I. to New Haven and its average speed was approximately 15 knots. This tanker discharged 5,000,000 gallons of Bunker "C" on this trip.

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Dear Saint Nicholas

I'm not one to complain, but this business of scribing day in and day out--verily, it's strictly for the creatures a-wing. I know it's an awful lot to ask, but in the passing year I've been one of the very best scribes in the whole monastery and if you could find your way clear, there are a few things I'd like you to pile into your sleigh for me on Christmas Eve.

Scribing--really, St. Nicholas, it doesn't workout too well. We monks can go just so far with it, because there's no way of easily making enough copies of these worthy words of wisdom to have enough to go around. So do you suppose you could find, and leave in my sandal some new contrivance that will make this handwork "old halo"? This do-it-yourself idea is verily a lot of hokum if you have to do it a lot. Visions keep dancing in my head, and they're not sugar plums. I keep imagining machines pouring out all these letters, and all we monks do is just decide which letters would look best and maybe draw a picture once in a while to go with the letters. Don't you suppose you could make this dream come true?

Verily thine, Friar Tuckered

This message from the 1st Century B.G. (Before Gutenberg) is entirely ungentuine and unauthentic, being the result of the joint endeavors of our four layout men and a couple of our idea people. No monks they, but eternally grateful are they to St. Nicholas for having answered Friar Tuckered's prayer so well during the last six centuries. Their current letter to Santa Claus is a plea for lots of customers on whom they in turn can lavish their creative abilities to produce some really outstanding printing.

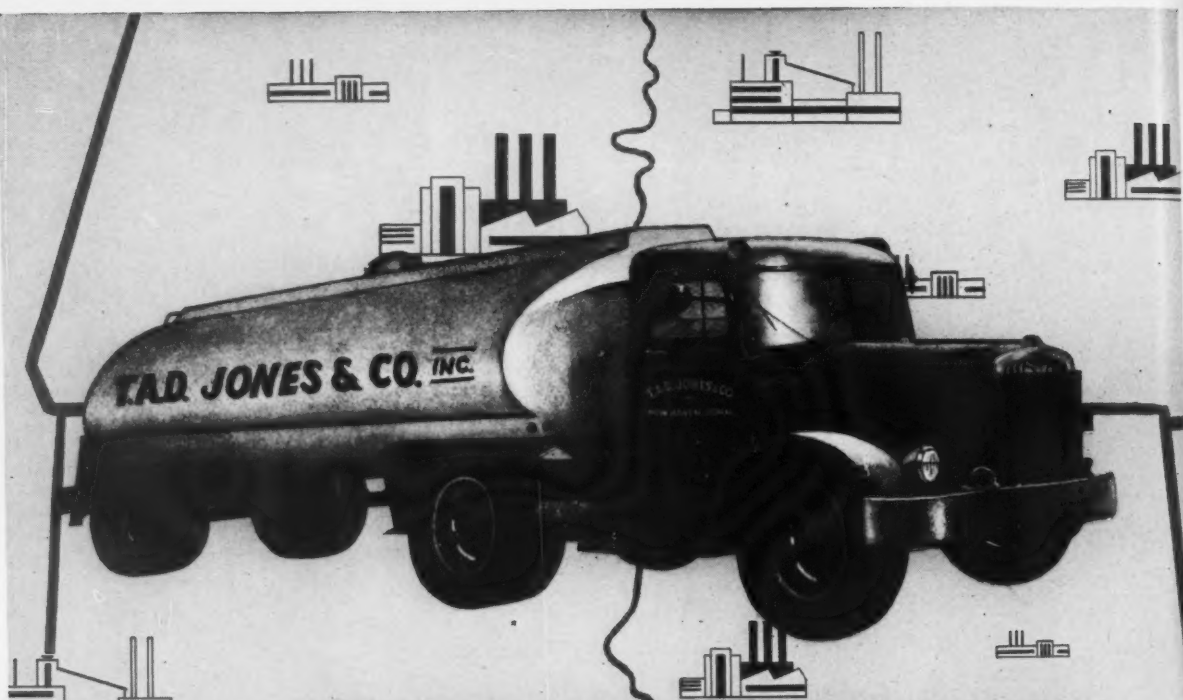
Verily, potential customers, your printing needn't be for the creatures a-wing.

Connecticut Printers, Inc.

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ALL OVER THE MAP!

For thirty years, T.A.D. Jones delivery-trucks have been rolling over the highways of Connecticut and Massachusetts, bringing a prompt and dependable fuel-service to the tanks and bunkers of southern New England's industry. While not so conspicuously marked as to source, the volume of our barge- and rail-deliveries has been equally important in this area.

After nearly a generation of such usefulness, T.A.D. JONES & COMPANY is naturally equipped to maintain and enhance its name for serviceability. Today our bulk storage of Bunker "C" Fuel Oil, Bituminous and Anthracite is among the most extensive in New England, like our facilities for delivery. ... And they are all as handy to you as your telephone!

T.A.D. JONES & CO. INC.

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After hours: New Haven: Robert 7-3353 for Coal, Nelson 5-0744 for Oil

A Delightful Experience

By Albert S. Redway, President

FOR the past two years it has been my privilege to have served as your President of this, one of the largest manufacturers association in the United States. My term of office ends on December 31, and while my annual report appeared in the November issue of Connecticut Industry, I am happy to write this final message.

Our Association has grown consistently through the years only because it has been helpful to its members and contributed to the welfare of Connecticut. It has always been, and I hope it will continue to be, a service rather than a crusading organization, doing everything within its power to make industry prosper in Connecticut and, in so doing, make Connecticut prosper.

The vast majority of our members are small companies which rely on our Association to keep them fully informed on all subjects of vital importance to industry within the State of Connecticut. We go on the assumption that they are depending on our bulletins, our literature, and our staff almost exclusively. Over 60 per cent of our members employ less than 50 people, and 72 per cent have less than 100 people on their payroll. These small companies are the backbone of Connecticut industry, and they need our services more than the large companies who can support a staff of experts or subscribe to expensive specialized services.

During these last two years our staff has made personal calls on a large number of our members, and we have a field man who works exclusively on this assignment and on getting new members. In 1955 and 1956 there has been a net increase in the member companies of 319, raising the total membership to 1596. This, we believe, represents employers of 95 per cent of the industrial workers within the State.

The most dramatic and, to me, one of the most satisfying services we offer our members is the group insurance program. This insurance makes available to our small companies a group life insurance plan for their key people that they could not get in any other way. The reason for this is that the risk is spread over all 18,000 in the plan; hence, a member with only a handful of people gets protection

formerly available only to large employers.

More companies have been added to this insurance program in the last two years than during the first ten years of the operation of the plan. Of the 703 members participating, 341 have joined since 1954. Present insurance in force amounts to 124 million dollars; an increase of 44 million

dollars during the past two years. We now have 18,600 people covered; an increase of 5,900 in the past two years. Claims paid during that period amount to \$1,124,000 and the retroactive rate credit paid during this same period amounted to \$1,303,141.

On July 1, 1955, we instituted a major medical insurance plan for key people. To date, 164 companies have taken advantage of this new plan, and I am sure it will become increasingly popular.

During the last year we have made substantial progress in our comparatively new public relations program. A full-time member of the staff has been added for this purpose, and we are getting much more effective publicity in the opinion forming mediums, such as the press, radio and television. This particular program has been one of my prime interests, and I hope it will become of

even greater significance and influence in the years to come. The public has little understood that our Association is working for the welfare of all the people of Connecticut and not just for the manufacturers.

It has been a delightful experience to be your President for two years. I more than appreciate the vast amount of help and support I have received from the officers, the directors, the various committees and the individual members. To each of them my sincere thanks.

But the real credit for the success of the Manufacturers Association of Connecticut goes to the staff. They are the ones who do the work and do it so efficiently. The officers and directors come and go, but the people in our headquarters office are the ones who, year after year, carry on with a spirit and an enthusiasm that is truly remarkable. I am proud to have been associated with them.

A Christmas Prayer

As we again pause from our daily round of worries over troubles that threaten the peace to celebrate the birth of Christ, let us remember to give thanks to our Heavenly Father for the many blessings that have been showered upon us. Let us renew our faith in God and strengthen our determination to be more charitable to our fellow men in accordance with Christ's teachings. . . Let us work and pray to lighten the heavy burdens of the less fortunate among us and to give sustaining courage and strength to those oppressed in other lands that they may throw off the yoke of tyranny to become free men. . . Let us again be mindful of our great heritage—the privilege of living in our great nation, populated and governed by Americans of all racial origins and religious beliefs.

Let us work and pray with the humble faith of the undistinguished early followers of Jesus that we may change the present course of history as they did in their troubled day through uniting the free nations of the world that they may fulfill the long cherished symbol of Christmas, "Peace on earth, good will toward men."

The Story of Lux Clock Manufacturing Company

WHETHER you're struggling out of bed in response to the alarm clock's summons, removing film from the developing tank when your Minute Minder chimes "time's up", or watching with whetted appetite as your wife removes a perfectly done Sunday roast from the oven, chances are you're relying on a Connecticut-made product for accurate timing.

Proof that this confidence is universal can be found in the over-the-years sales records of Lux Clock Manufacturing Co. of Waterbury. Since its founding in 1912, this company has produced over 25 million alarm clocks and over 75 million other timing mechanisms that are key components in products ranging from toasters and washing machines to auto clocks and parking meters.

Today, two Waterbury plants employing some one thousand people, plus a Lebanon, Tenn. plant employing two hundred, turn out famed Lux products. A dual sales force, one for clocks and timers, another for industrial timing devices, fills demand through a nationwide network of distributors.

Founding: 1912

In 1912, after spending 28 years with the Waterbury Clock Co., Mr. Paul Lux had determined to start his own company. If he could make clocks for someone else, why not make them for himself? He broached the subject

to his wife and two sons, Fred and Herman. They agreed, and Lux Clock Manufacturing Co. was formed in 1912.

The early days were no bed of roses. The new business demanded long hours of everyone's time. And to the sons, helping launch the business meant sacrificing a college education. But the task was tackled and the whole family bent every effort to making the business a success.

Diligent effort gradually paid off. In 1914 the company moved to a forty by forty foot room on Printer's Court, and in 1916 took over two floors



PAUL LUX, assistant to the president, demonstrates the Tappan Electronic Range, one of the many famous ranges that rely on Lux for accurate timing.

TIMERS for electric ranges are put through extensive test runs on specially designed racks and checked out for switch action, timing accuracy and chime operation.



HERMAN LUX is vice president and treasurer of the Waterbury concern.

on Harrison Ave. It seemed that the company was on its way.

Shortly thereafter, Fred enlisted in the U. S. Army, followed soon by Herman. By Herculean effort, often working until twelve and one o'clock at night, the boys' father carried on the business during their absence. To add an almost insurmountable obstacle, fire destroyed most of the company's tools and equipment soon after the sons had enlisted.

Undaunted and calling on the old-country grit that had first given him the courage to brave the new world

of America, the father, with the aid of a few close friends, started anew, leasing the old Sperry Street School House in 1917.

After Fred and Herman returned from the War, the business was again built back to a bustling enterprise. A new and much larger plant was built at 95 Johnson Street, site of the present factory. Additions were built in 1931 and in 1936, and another plant on Mill Street taken over after World War II to accommodate the growing business. Continuing expansion led to the establishment of a branch plant in Lebanon, Tenn. in 1954.

Throughout these years of growth, and since, a motto coined by the com-



LINEs of automatic screw machines turn out precision parts.



ASSEMBLING Minute Minder movements that will eventually control time cycles of washers, dryers, cooking ranges and other major household appliances.

pany's founder: "Our Clocks Must Go—Or We Go" has been a guiding precept for quality workmanship and a constant spur to improved manufacturing method and end-products.

As might be expected of a vigorous company headed by men with a wealth of "know-how" in manufacturing timing devices, Lux Clock played an important role in meeting production needs of the armed services in World War II. The company turned out a variety of intricate timing devices and gearing units to meet a wide range of ordnance requirements.

For its efforts, the company was awarded the Army-Navy E. Further evidence of the company's contribution can be gathered from the Army Ordnance Department's tribute to Fred Lux. He was awarded that department's highest tribute: The civilian ci-

tation for extraordinary enterprise and initiative in furthering the efficiency of Ordnance production. The award was made in recognition of his development of a method by which an intricate gear reduction unit could be stamped out on presses rather than machined from the solid. This process made possible the utilization of idle machinery and conserved tons of critical materials. Actual dollar savings to taxpayers ran into the millions.

Improved Techniques

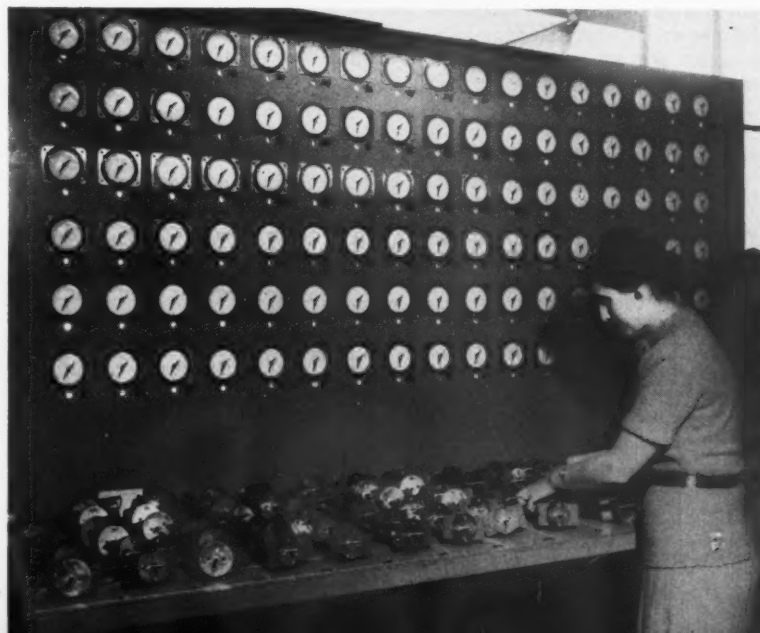
It has been this same inventive, exploratory, "take nothing for granted" attitude that has enabled the company to maintain its position of prominence in a fiercely competitive industry. There has been a constant and con-

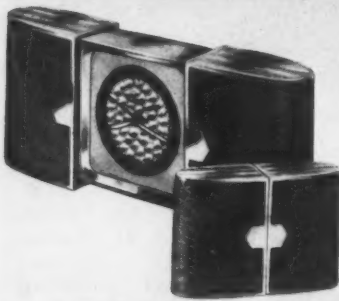
scious effort to invent or adapt means by which more and more parts could be made instead of purchased. This effort has been so successful that Lux now buys only basic raw material and highly specialized items. Everything else is made by Lux.

This dynamic, "keep ahead" spirit is not a luxury with Lux. It's a necessity, the means of company survival. Why? Because of foreign competition. Labor costs in the German clock industry, for example, are one-eighth of Lux's. And many foreign governments extend subsidies to their clock companies in order to boost exports.

Only by technological advances that far outstrip foreign production techniques, therefore, has Lux been able to meet this subsidized, low wage com-

FINISHED products undergo final inspection and running tests on this test rack. Each mechanical timer movement on the bench is connected to an electrical clock on the panel which records the actual running time and verifies accuracy.





TYPICAL PRODUCTS in the widely diversified line that have made Lux a household by-word for accurate timing, are the calendar clock and minute minder, alarm clocks and travel clocks.

petition from abroad. Lux advances have even included designing and building its own machines, among them an automatic pinion driller and pinion hobbing machine, designed by Fred Lux to meet the company's special needs.

Another specific example of the progressive thinking which has kept Lux in the forefront of its industry is the utilization of powdered metal parts. By redesigning products to permit use of powdered metal parts and setting up its own production department to turn them out, the company has in many instances been able to effect substantial savings in production time while simultaneously improving its products.

Moves such as these require courage, however. For one thing, equipment costs are staggering. For another, it is always a question whether the eventual good to be gained warrants the investment. And there is always the reluctance to change that any company experiences, the natural desire to maintain status quo, the unspoken belief throughout the industry in general that a shoemaker should stick to his last.

It's to the company's credit that such moves have been undertaken, for without such forward thinking, competition from imported clocks made by cheap labor and often under government subsidies, might long since have driven the company out of business.

Progressiveness has been equally

evident over the years in the company's employee relations program. Typical of Lux determination to pay a fair day's wage for a fair day's work has been utilization of the elemental time standard system in setting piece work rates. This scientific method eliminates any possibility of one worker having to meet a tight production rate while another has a too-easy-to-meet rate.

Training Program

Recognizing that qualified leadership is vital to a company's continued healthy growth, Lux has for several years conducted a successful management trainee program. Candidates selected work for specified intervals in every department, supplementing this practical experience with policy discussions and work conferences with management representatives who guide and direct the program.

This down-to-earth approach, coupled with psychological testing by outside specialists, enables Lux to fit round pegs into round holes. Lux officials report that many of their top foremen and men now filling secondary management posts are products of this program.

"Brainstorming"

Efforts to provide fullest scope to individual abilities extends in other directions, too. "Brainstorming", for example, was utilized long before that technique achieved its present popu-

larity. At informal, company-sponsored dinners held every two weeks, one Lux product at a time was analyzed in detail.

Key people from throughout the organization—foremen, designers, mechanical superintendents, methods department representatives, inspectors, plant managers, salesmen—all contributed ideas and suggestions on how to improve quality and reduce cost.

Top Management

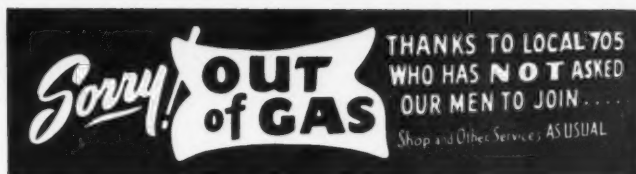
Heading the company is Fred Lux, a shirt-sleeve, "let's get the job done" type of executive who combines an intimate knowledge of his business with an ability to delegate responsibility. His keen-minded, factual approach to company problems belies his own comment that he is "just a born peddler at heart". Though he has always been close to the sales picture, his record of technical and managerial accomplishments provides solid evidence that his is a well-rounded knowledge of the business whose growth he has guided so capably for fifteen years.

Indicative of his energy and drive are Fred Lux's many civic activities. He has been a Director of the Manufacturers Association of Connecticut, the Waterbury Red Cross and the Federated Fund and has served on the executive committee of the Waterbury Hospital for ten years. Small wonder he good-naturedly complains about not having enough time to pursue his two chief hobbies, fishing and traveling.

Herman Lux, co-founder, vice president and treasurer, has been the financial guiding light of the organization for over 15 years, skillfully and successfully negotiating the many financial problems of a growing company with quietness, restraint and an old-country common sense approach.

Although primarily interested in the financial growth of the company, he has always expressed a lively interest and helpfulness in all phases of the company's development. While Fred has kept the company abreast and ahead of technological developments, Herman has kept it in a healthy, growing financial condition to provide for continued expansion.

Herman is a Director of the Waterbury Savings Bank and a member of the Finance Committee of the First Lutheran Church. He is a member of the Waterbury Country Club and although he counts himself as a duffer, golf is his greatest relaxation.



Sign erected by the Eckhardts after gas and oil deliveries were stopped.

The Tragic Story of Carl and Helen Eckhardt

AS TOLD TO A STAFF MEMBER OF
THE EMPLOYERS' ASSOCIATION OF CHICAGO

This fully documented story is the third in a series of stories being published by Connecticut Industry to acquaint readers with the lawless tactics used by labor gangsters that are robbing American workmen of their important birthright—freedom of choice in their means of earning a living. Actually the story was written in the form of an open letter and signed for the Employers' Association of Chicago. It is being reprinted with the permission of that association.

Mr. and Mrs. Citizen:

I am a citizen of Morton Grove, a small suburban community of Chicago. I am an American by choice. I came here with my parents who fled the Old Country for the liberty and freedom of the United States. I never thought anyone would try to take these things from me but now I have good cause to wonder, as you will when you read our story.

My wife, Helen, and I own and operate a small gas station and repair shop. We employ three men to help at the pumps and in the shop. Helen does the bookkeeping. We make a modest living and we have been able to buy our own small home which is next door to our shop. By watching our pennies, we saved enough for a vacation and for some needed surgery.

When World War II broke out, I felt very deeply that it was my duty and privilege as an American to do my part to preserve for my adopted country and for my family the liberty and freedom so precious to us. So I

volunteered for the service and I spent almost four years overseas. While I was away, Helen struggled hard to meet the payments and taxes on our property. But we were glad and proud that we could contribute our bit for our country.

Since the war, Helen and I have worked hard in many community activities which we believed would make our town a better place to live in. I am a past Commander of Post No. 134 of the American Legion, present president of our Chamber of Commerce, and Civil Defense Director. Helen is president of the Morton Grove Unit of the American Legion Auxiliary.

Life for Helen and me has been hard work and sacrifice but we have been very happy. BUT THEN OUT OF A CLEAR SKY TRAGEDY STRUCK. On Monday, May 16th, a group of union organizers descended upon me and presented me with a contract to sign which, if I were to sign, would force my employees to join the union against their will. I was warned that if I didn't sign up and do so quickly that they would picket my place and stop deliveries of gas and supplies to me—in effect, what they were saying was, sign or else! The "or else" meant—put me out of business.

I was stunned and shocked. I had no labor dispute with my men! I asked for time. They said O.K., but they would be back on May 23rd. In the meantime, I had made up my mind that at any cost I would not sign up. I said to Helen: "I won't enter into a contract to put my men in a union without their desire or consent."

"That is not the American Way."

When May 23rd came around, I told the union boys where I stood. I also told them that if they would "sell" my men on joining the union, and if the men decided to do so, I would pay their initiation fees and dues. But the union boys said: "No soap." They wouldn't bother selling anybody anything and again demanded that I sign. And again I refused. So the union imposed the "or else"—and my deliveries of gas and supplies stopped. Helen and I and our help were being put out of business.

Now, Mr. and Mrs. Citizen: Helen and I ask you—could you imagine in this wonderful land of ours that such a thing could happen to people like us and you and with no law to protect us?

Helen and I have appealed for help and protection to public officials in Washington and Springfield and all we get from them is sympathy and excuses that "there is nothing they can do." There IS something they can do and that is do what you folks and we elected them to do—make new laws or change existing ones to protect us from having our means of making a living taken away from us if we refuse to knuckle down to the un-American demands of labor bosses.

Helen and I are not licked even though our vacation savings are gone, our savings for surgery are gone, and our earnings are dwindling fast. But, we will fight this out as long as our money lasts because we believe a great big American principle is at stake.

Ancient Finish, Modern Metal Combine to Launch New Industry in Connecticut



REPRESENTATIVE samples of Argosy Industries porcelain enameled aluminum products include operating instruction panels, dial faces, emblems, and name plates. "Printing" of fine detail by the silk screening process is one of the major advantages of the process.

ONE of the oldest of all finishes—enameling—is playing a new role in today's business and industrial economy, thanks to the perfection of a method of inseparably bonding porcelain enamel to aluminum.

Argosy Industries, Middletown, is one of a handful of companies who have mastered the technique of applying vitreous enamel to aluminum on a commercial scale.

Founded two years ago by Leslie A. Bevrige, an engineer previously associated with Western Electric, the company originally was engaged in the

production of enamel on copper jewelry. Sensing the broader opportunities offered by the newly perfected porcelain on aluminum process, Mr. Bevrige turned his attentions to this field and now devotes the entire resources of his company to the production of porcelain enameled aluminum for use in industry, advertising and architecture.

Reflecting the growing demand for Argosy's output is the recent appointment as sales manager of Donald R. Sherman, a former vice president of the Silent Glow Oil Burner Corp. of Hartford.

High on the list of advantages offered by this newest ceramic science are the decorative qualities resulting from an unlimited choice of colors which retain their original brilliance despite exposure to heat, light, and strong chemicals.

Readily apparent is the advertising value of signs, name plates, trade marks, point of sale displays, and related items colorfully done in porcelain enamel on aluminum. In the architectural field, too, broad horizons are opening. Beautiful wall tile, structural panels, and other decorative elements in every hue of the spectrum are prov-

ing not only entirely practical but economical as well. Enameled aluminum, for instance, is normally packed in lightweight fiber cartons, eliminating heavy wood crating and representing a substantial reduction in shipping expense and damage.

Adapted to "Silk" Screening

Another advantage of the Argosy process is its adaptation to "silk" screening, making possible the "printing" of all manner of designs, words, numerals, and symbols. Actually the silk screening method used by Argosy is similar to that employed in silk screening paper with printing ink. The design is prepared on a nylon screen and reproduced by "squeegeeing" the semi-liquid enamel onto the metal base which usually has been previously coated with a solid color. An unlimited number of colors may be utilized in the printing process and semi-automatic compressed air operated silk screening machines take the operation out of the "done-by-hand" category. Surface textures may be varied from brilliant gloss to dull matte.

No Chipping or Spalling

In addition to utilizing aluminum's valuable properties such as lightness and corrosion resistance, the Argosy process overcomes an ever-present drawback encountered when enamel is applied over cast iron or steel. Every-

THE EXCELLENT impact and flex-resistance qualities of porcelain enameled aluminum are demonstrated in the photos at the right. Repeated hammering and bending fails to chip or otherwise damage the durable coating.

one is familiar with what happens when a hammer is dropped on the kitchen sink or when an enameled cooking utensil is bent ever so slightly. Chipping or spalling invariably results. Not so, however, with the Argosy product. The enamels as applied by the Middletown concern have excellent impact and flex-resistance; in a standard test, enameled samples averaged five severe blows before any impairment of coating could be detected.

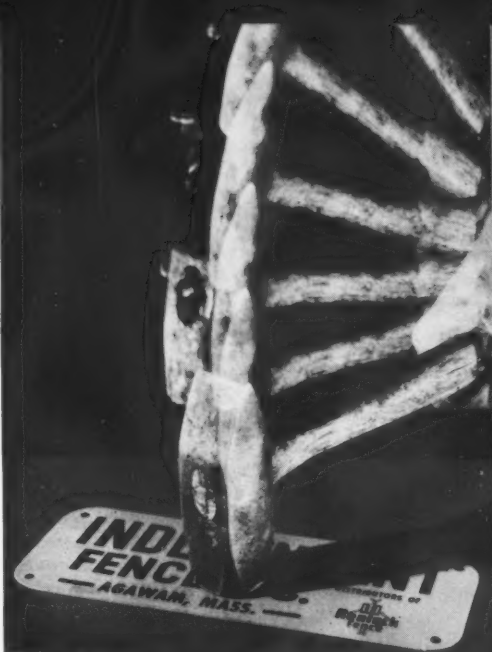
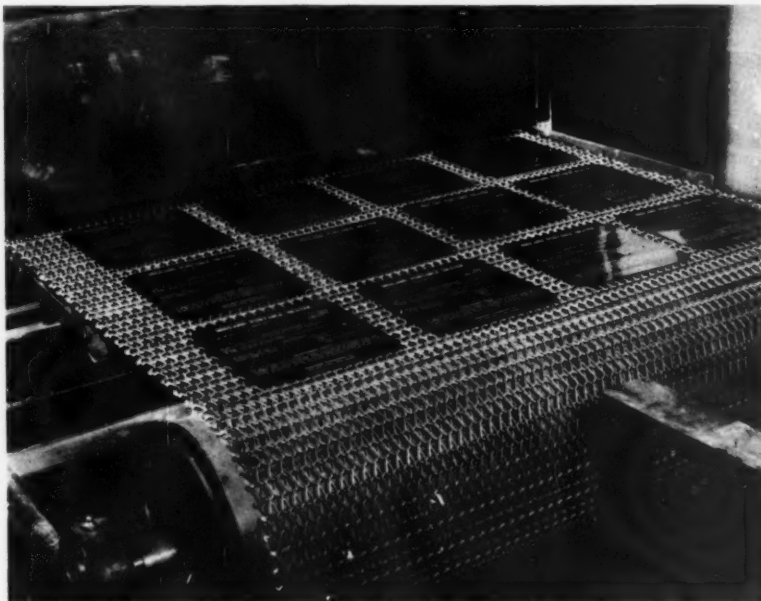
Enameled aluminum may be rolled, bent, drilled, punched, sheared and sawed. Little or no marring of the surface results and there is no progressive spalling. Another desirable characteristic is high resistance to corrosive chemicals including acids, alkalis, and sulfides. Samples alternately subjected to the action of sea water and sun by tidal action show no deterioration during two years of exposure. Contact with strong detergents causes no staining, streaking, or loss of color to the enamels.

Excellent Heat Resistance

From the purely utilitarian aspect, porcelain enameled aluminum is find-

(Continued on page 33)

FIRING is the all-important last step in the Argosy process of applying porcelain enamel to aluminum. Chain conveyor belts feed the coated products through specially designed electric furnaces at 1000° F., permanently bonding the enamel to its base.



SEMI-AUTOMATIC, air-operated silk screen "presses" of modern design speed the production of intricate, colorful designs and give an exceptionally high degree of fidelity in reproduction.



In Defence of DO-IT-YOURSELF

By DR. MILLARD C. FAUGHT
*Management Consultant and President of
The Retirement Council, Inc., New York, N. Y.*

The underlying truth in this piece of humorous observation of the passing scene in American family life is that man is a creator who must find outlets for his own peculiar creativity, either "on-or-off the job", or become a mental case "on the loose" or a captive patient in some institution. The moral is men work to "make a life" as well as to make a living. Hence a work environment that promotes the building of a more satisfying life for employees pays dividends to both employers and employees.

THE most surprising thing about the recent but rapid resurgence of do-it-yourselfism among us is that there should be so much surprised reaction to it.

If there is any room for astonishment at the fact that a lot of folks have decided to get back into the act of living, it can only be to wonder what held them on the sedentary sidelines so long. This do-it-yourself movement—and that's a good word for it—was long overdue.

Now that it shows signs of healthy permanence, and not just a fleeting "fad" as its first twitchings were described by dubious observers, we can take heart. This symptom of re-animated normalcy among the populace is good news. It is one of the best pieces of evidence we have that man, with his stubborn old-fashioned human nature, is not going to be done in by inability to adjust to the drastic changes he has been making in his own automatized environment.

This seemingly sudden zeal to arise voluntarily from our passive posteriors and get our hands dirty in some unpaid energetic acts that frequently degenerate into plain hard work naturally takes some explaining. Viewed in the short run it does look like a strange aberration in the first generation of people who have been able to enjoy leisure in the large economy size.

Our first clue to the resurgence of self-doing lies in the very fact that leisure in widespread abundance is a lately arrived luxury among us. It is still something of an embarrassment of riches. Our human attitudes are deep-rooted in the long compulsive tradi-



MILLARD C. FAUGHT

tions of all work and little or no play, especially for adults. To live meant to work, and not to work while there was light to see or strength to go on working produced a burden on those who were industrious and implications of sinfulness in the idler. We still hear overtones of the notion that there is something slothful about so much leisure, even if the modern work contract calls for only eight hours a day, five days a week, a two-week vacation and retirement at 65.

Another of the unfortunate residues of the toilsome past to which we haven't quite adjusted our perspective in the more leisurely and easier present is the unpleasant associations that go with the word work. When it is something you have to do in order to eat, and someone else tells you what jobs to do, then work is likely to be any or

all of the laborious things the word has come to mean.

But a few discerning poets and others along the way have caught some glimpses of the fact that work also has some deeply satisfying things about it that make people feel good. And all of us know from inside sources that creative work of our own choosing and direction can even make fatigue feel luxurious, as we view the results of our handiwork.

Perhaps Thorstein Veblen put his finger on the right combination of human keys when he suggested that humans have a deep-seated instinct of workmanship and that this, together with their "instinct of parental-bent", explains everything they do (except those assorted things which they do as a result of their third instinct, that of "idle curiosity").

It may well be that some do-it-yourselfers had become so idle in the midst of all the intensive efforts to save their time, energy, steps, bother, nuisance, etc., that out of sheer curiosity they decided to try a little of that old hearsay work for a change.

The point is that we are about the first generation of people who have been able to harness enough horsepower and put enough productive ideas to work so that we can, individually and in large numbers, exert a wide choice over how much of what kind of work that we personally will do with our own minds and muscles.

We talk about it as a "problem", but it is surely a fabulous commentary on our "worked for" way of life that we are now debating how much of the dull kinds of work we should next turn over to machines, so that we humans can do more pleasant kinds of work—mostly just keeping an eye on the machines.

This gives us another interesting clue on the upsurge of human do-it-yourselfism. We have discovered that baby sitting for machinery is not exactly titillating to the instinct of personal

workmanship. On a sheer horsepower basis human muscles are now supposedly supplying only about two percent of the energy of our productive process. And here comes "automation" to replace more and more of the mental energy required to guide the horsepower. We may need a lot more do-it-yourself projects before long to keep humans in the work act at all, what with atomic energy and "thinking machines" now on the scene.

But it isn't just the work scene that we are being elbowed out of by our gadgets. We now have a whale of a lot of machinery doing our playing for us too (and play, according to the psychologists is a rose on the same thorny but necessary emotional root as work).

As a net result, we are the most sedentary, vicarious, spectatorial people who ever lived, if lived is still the right word. But in some other words, we now sit an unnatural awful lot on our flabby hindsides, watching machinery work or watching or listening to other recreational machinery. We are the audience watching somebody else play games, be clever, make love or brag about their creativeness. And now, thanks to radio and television, we don't even have to work our way out of our own house to soak up all this synthetic living.

All of which is no necessary reflection on the miracles of modern production or entertainment. But the cumulative results of the new and physically undynamic way of life they make possible are such that President Eisenhower felt compelled recently to call a conference of coaches, athletic directors and recreational leaders to explore new ways of getting even youngsters to live a little more actively.

As for the grownups, we not only have been the first generation to have full exposure to some of the most notable work-saving and time-saving devices, but for a stretch during the thirties work itself got dangerously scarce, and a lot of things we would have liked to do had to be postponed. There was an upsurge of do-it-yourself during the Great Depression, but the "or else" necessity took a lot of the fun out of it. Today the money-saving

aspects of doing things for oneself or family seem to be more in the nature of an extra reward for something that is fun besides. And of course there are times when amateur do-it-yourself projects have to be rescued by the pros at painful expense. But a lot of education comes high, especially when taught by old Professor Experience.

Another influence to which the do-it-yourself movement is in part a reaction is the rise of what we call "the service industries". A glance at any phone book will reveal that in this age, when human servants are scarce and mechanical servants are complicated, there are long and complex lists of local service enterprises who supply experting at a price.

These specialists in everything from hanging storm windows to fixing gad-



gets began to multiply during a period when, for some combination of reasons, it became rather "socially unfashionable" to be personally resourceful around the house. It was a period when "white collar" jobs were much sought after (today the blue collar jobs of repairmen pay more) and the wearers of white collars were flocking into city apartments where there seldom was to be found even a screw driver or a pair of pliers, certainly no bailing wire, and even the versatile hair pin gave way to the utterly useless bobby pin.

It was during this era that jokes about the handiwork helplessness of the man around the house brought forth hilarious responses, and wives talked with a touch of pride about supervising all the servicemen who had to be called in. We were well on our way toward becoming a "generation of the well kept".

Against this accumulating background of un-natural inertia there should hardly be room for surprise that a frustrated generation of normal people are revolting in large numbers against a surfeit of do-nothingness. The do-it-yourself movement is in large



part just ebullient human nature going back to "doin' what comes natcherly".

The pattern of the revolt is easy to trace even if the credit has to be widely shared. Surely one of the ring leaders was Mr. Average George Q. Husband. As a boy he whetted both his instinct of workmanship and his idle curiosity by dissecting old alarm clocks and then graduated to self-fixable Model T Fords. Small wonder that in time he got fed up with an era where both his ego and his pocket book were insulted by paying high prices to others for discharging his inalienable rights to putter around his mortgaged castle.

What is more, his everyday job, while it gave him more income than it did in the days when it was harder work, got too routinized to satisfy his instinct of workmanship. His "work" became part of some mass production statistic. He no longer created anything with his hands or his head or his heart that had an identifiable piece of him in it when it was finished. They didn't even call it work; it was just "time" put in, or "labor" figured in anonymous man-hours.

And so, one night George got up from in front of his TV set and went down in the basement, or maybe just out in the kitchen. He had decided to do something himself personally. And he did.

For a while he made some of the most expensive kindling and awfulest messes in handicraft history. Very little of it will survive to become an antique or even a "primitive" for some future tourist to buy.

But who cares? That was two or three years ago. Now George has so many power tools and he blew so many apartment fuses that the family had to move to a house in self defense. Burgeoning suburbia owes a lot to the do-it-yourself revolt. Not a few

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You Can GROW Your Own EXECUTIVES

Businessman Employing 250 Finds Payoff in Developing His Own Management Program at Moderate Cost

SMALL concerns can advance executive proficiency by applying the Do It Yourself idea to management development. Some of them are achieving notable success, at moderate cost, as in the case of Mr. John Hazen White, president of Taco Heaters, Inc., Cranston, Rhode Island.

A closely held family firm, Taco manufactures pumps, valves, pipe-fittings for residential hot water heating systems as well as for commercial and industrial cooling and refrigeration. It employs about 250 people, a gain of 43 per cent from 1952 when Mr. White "began to wonder how a Greenwalt could run a du Pont, or a Cordiner a GE when I took 80 to 100 hours every week to operate our pint-size business."

"It was management by me," he continues, "which is the major mistake of most small businessmen. Our products were fine. And we were successful. But I felt that I had to be in the middle of everything, and that's no good for the long run."

He decided that he would have to revamp the Taco structure. What this meant in effect was that he would have to inaugurate his own management development program, starting with himself.

He therefore began looking around to see where he could find help which, in his view, is available to the small businessman for little more than the asking.

Through a mutual friend he had a talk with Dr. Earl Planty, Director of Executive Training at Johnson & Johnson. He confirmed Mr. White's hunch on the importance of first qualifying himself to delegate responsibility and the authority to match it.

"It's not easy to make up your mind to let go," Mr. White observes. "True and complete delegation of a job is about the most difficult thing a small businessman ever has to do. He has to be willing to allow others to make mistakes with what is often his own

money. More than that—he has to encourage them to run the risk of making mistakes."

Upon Dr. Planty's suggestion, he enrolled in the American Management Association's 30 day course on management principles. Shortly afterwards he spent a day with some business contacts at Trumbull Products (now a GE subsidiary) getting briefed on how managers were prepared for promotion. Finally, he went to Baltimore where E. G. Uhl, vice president for engineering at Glenn L. Martin Co., (whom Mr. White had met at AMA sessions) gave him an afternoon's concentrated instruction in the precepts of planning the engineering work load.

After a total self-orientation expenditure of around \$1,150—including outlays for travel, entertainment, the fee for the AMA course, and his maintenance in New York City while taking it—Mr. White arrived at these conclusions:

- The best managed enterprise is marked by the most complete participation of its people who, at every level,

must understand and help formulate policy and procedure.

- Money incentives, while crucial, are not by themselves enough to call forth unstinting effort.

- The whole man goes to work in that the employee brings to his job his emotional and mental as well as his physical self.

- The elements of satisfaction or frustration are to be found within the framework of the company group. The difference between a person wanting to perform capably, or just putting in hours for the sake of a paycheck is a matter of the spirit of the place; the sum total of attitudes toward him together with his attitude toward others and toward his status and prospects.

- The tone and temper of a small business particularly are set by the manager's own behavior, especially in his relationships with his immediate subordinates.

- Management development, along with other advanced techniques, cannot be imported intact from the experience of any other firm.



DELEGATING a job is about the most difficult thing a businessman does.



TO PREPARE for new responsibilities company officers go back to school.

- The "one big happy family" slogans belong in the dustbin along with the paternalism they signify.
- To earn the vital loyalty of employees, management has to foster the conviction that opportunity and encouragement are real.

To carry out the implications of this approach, Mr. White asked colleagues to help him define the purpose of Taco in terms both of current products and future fields to be explored such as electronics, and air conditioning. He asked them to think through what should be done to heighten executive capability while building the business into an institution where a sense of community could prevail.

"First-rate management comes first," he told them, "when we get that, the profits will take care of themselves."

An early move was to re-examine the Taco organization to sort out specific assignments and to break them down into more precise job descriptions. Engineering, for example, was divided into drafting, blueprints, laboratory, sample making, clerical and the like. All this was routine enough until the question arose as to what extent the engineers should be obliged to originate redesigns of existing products. The answer was that they should assume complete initiative in that category as well as in creating new products and reducing costs; that they should, in effect, become business managers also.

"On a proposed new product" says

Mr. White, "we now say to them 'what we want is something we can afford the machinery for and sell in volume at a respectable profit. You take it from there.'"

The response of engineering to its broader prerogatives and enhanced feelings of importance was to offer, within a year, 61 suggestions on old and new products and for cost cutting which together helped to enlarge earnings, which in turn were reflected in

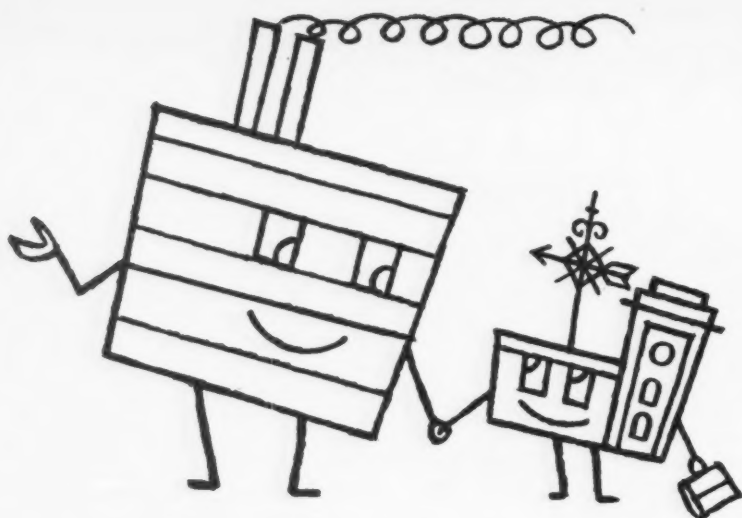
higher wages, purchase of new equipment, other benefits.

As another basic step toward management development, Mr. White stopped operating out of his little brown book as his father had done before him. It contained overhead and related figures, but access to it was limited to Mr. White and two other executives. Even at a time when gross sales were nudging \$3,000,000 a year, Mr. White personally assigned all amounts to be spent, based on the data in the brown book. He scrapped this procedure in favor of an open income and expense budget to serve not just as a planning tool but also as a way of training others for more responsibility. He authorized each department head to calculate whatever sum he would need for the coming year, subject only to consultation with his peers and final review by Mr. White. This change enabled all managers for the first time to view the Taco operation as a whole.

In thus revising budget projections, Mr. White also perceived that book-keeping and other financial activities had been allowed to spread all over the place. To centralize them, he established a new Finance Department, naming as its chief Peter G. Leddy who, as manufacturing manager, had displayed a distinct flair for administrative and fiscal concerns and who, to



TESTING which indicates abilities helps management judge applicants.



COMPANIES of all sizes help each other solve their common problems.

prepare himself more fully for his new position, was promptly taking AMA courses.

This transfer left Mr. White as his own manager of manufacturing. This gave him exhaustive exposure to what happens on the factory floor but it kept him so immersed in production that he was always sprinting to catch up on his other duties as president.

He therefore began coaching Hubert Essley, who was in charge of production and purchasing, in the wider ramifications of Taco manufacturing, entrusting more and more decisions to

him until, after six months he was ready to take over on his own. In turn, Mr. Essley is bringing along his understudies in accord with the idea that every head of a department or section has to spend a reasonable portion of his time schooling subordinates. Inevitably, Mr. Essley soon was acquiring his diploma from AMA.

"To make a management development program work," he says, "you have to be determined to stimulate growth of the company and the individual at the same time. In our employee training we don't promise



MANAGEMENT circulates to find out how employees are getting along.

definite promotions. We simply offer the chance to develop yourself for its own sake."

To extend this chance to develop, Mr. White felt that his own judgment, and that of other executives, should be reinforced by psychological testing.

Accordingly he spent \$1,000 and two weeks in Providence getting intensive instruction in how to apply the Walter Clarke Activity Vector Analysis, a word association and self-estimation method which indicates character traits and skill potentials. Mr. White then sponsored the training of several other Taco executives in AVA. It is used on old employees (voluntary) and on new applicants (mandatory) to supplement managerial judgment.

The Taco belief in testing devices as indicators of abilities nearly cost the company the services of one of its more promising younger men, Jack Hird, now head of quality control. When he applied for a job four years ago, he was, he recalled "bombarded by a battery of tests that lasted a whole day. When they threw a fresh one on the desk around four o'clock I thought well, just one more, but that was the last."

With a background that included a degree in engineering from the U. S. Merchant Marine School, and a degree in agriculture from Rhode Island University, Mr. Hird had achieved a phenomenally high score on all the tests. Hired in part on this showing, he was put to work on assembly to familiarize himself with Taco facilities and to observe its quality control from incoming material through all processing stages to finished product.

After a year he was sure that the Taco arrangement was definitely obsolete. But he was unsure how to modernize it. So Taco sent him at his request to the University of Connecticut to study statistical quality control, first for 14 days and then for two months.

Meanwhile, cheered on by top management, he read everything on the subject, from Dewheart on the laws of probability to the Jones & Lamson Machine Company's findings on factors of pre-control for anticipating trouble at its source.

Just as Mr. White had sought guidance from other firms on modern management practice, Mr. Hird sought pointers on statistical quality control. From Marchant Calculators, Inc., he obtained what he believes are the most lucid definitions of quality control for shop use. From the Hamilton-Standard

Division of United Aircraft Corp., he adapted a lot-plot sampling method; from IBM an attribute sampling plan; from Delco-Remy Division of General Motors a distribution frequency curve. From Federal Products Corp. he got permission to reproduce copyrighted charts and forms for inspection control by the operator at the machine. He received similar assistance from U. S. Rubber, Gillette Razor, Rath & Strong, Mattutuck Manufacturing. Like Mr. White, he discovered one of the open secrets of U. S. economic vitality, the willingness of companies, whatever their size, to share knowledge in solving common problems.

When he had blended the various ingredients into his own trial mixture, he borrowed visual aids from still another company (Spiedel) to demonstrate why Taco should put in a modern statistical quality control system.

"Go ahead and build it," he was told. With front-office sanction, he spent \$325.50 on a Boston consultant to verify and approve concept and calculations. He then completed and installed a highly advanced statistical quality control program.

Since Taco products have to conform to tolerances up to one ten-thousandth of an inch, Mr. Hird wanted practical performance check-ups for control valves, air-scoops, circulator pumps, water heaters. But the company could not afford expensive equipment for duplicating operational conditions with the exactitude he sought. It was therefore arranged with 15 employees who owned houses in Cranston—some old, others new, and variously supplied with water from high or low city pressures, or from wells—to install and service their piping and heating in exchange for the privilege of using their homes as laboratories.

Taco's statistical quality control set-up not only paid for itself several times over during the first year but has also been extolled by authorities as outstanding among smaller firms in New England.

When Mr. Hird saw that he would need a quality control analyst as assistant, he found him in the person of a former radial drill operator, Emile Martineau. His latent gifts for mathematics were confirmed by tests and performance.

"I wouldn't have had the nerve to try out for that job, if it hadn't been for Mr. White telling me that maybe I had the right sort of mind for it," says Mr. Martineau. Still surprised by

the existence of a talent he never suspected, he was soon learning about Dodge & Romig tables, the construction of histograms, the sign of the sigma, and the use of micrometers, verniers, and gages, from plug to dial depth. To fill in the gaps of a sketchy high school education, he began extension studies at Rhode Island University in algebra, trigonometry, calculus, physics, going on toward a degree in industrial engineering, at Taco expense.

The company also picks up the tab for the 13 per cent of its personnel who attend similar evening classes. There are only two pre-conditions: the

tends the training session held from 7 to 9 p.m. once a week in the plant conference room. Under the leadership of an educational specialist, supervisors of all ranks discuss and act out, for example, the case of the overstandard producer which is presented in this way:

"The standard on John Hammer's job is 50 pieces per hour—or 400 pieces per day. He regularly turns out 460 pieces per day, or 115 per cent of standard.

"However, during his shift, he continually takes personal breaks, and seldom works at all during the last half-hour. Instead he saunters around



THE COMPANY pays the cost of courses for employees who want to improve.

employee has to have approval from his supervisor and he has to maintain passing grades in the subjects he elects.

A foreman, Frank La Salandra, for example, is taking courses in report writing and public speaking at the Providence Y.M.C.A. So are his two subforemen, while 27 out of the 75 operators they jointly supervise recently completed a special course in arc welding and machine-shop practice given at a local trade school at night.

"Nobody is just a badge number," Mr. La Salandra says. "Our management likes to see you better yourself. Of course, some people don't want that—they're content just to put in a day's work, honest work, all right, but that's it. But if you've got what it takes, this is the place."

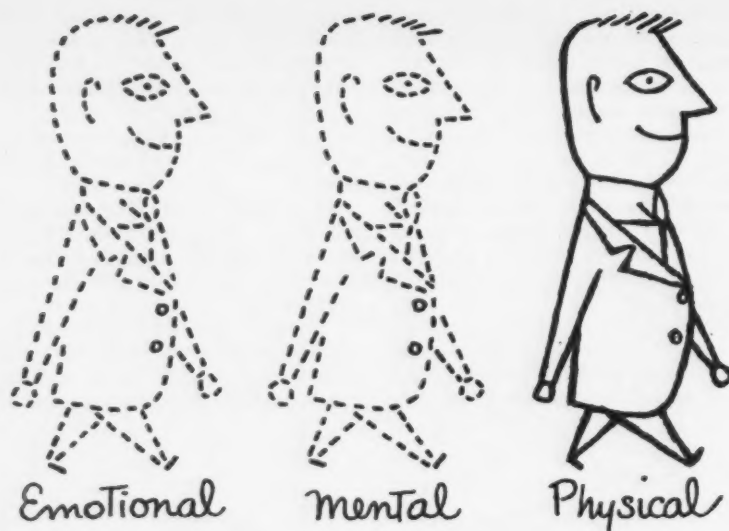
Together with other foremen, and subforemen, Mr. La Salandra also at-

the shop, talks with others, often interrupts the work flow.

"His foreman discusses this matter with John, asking him to put in a full eight hour day. John is belligerent about it, counters with the fact that he is giving the company 15 per cent more production than the standard calls for; therefore he is earning his pay, and the foreman has no right to demand anything more of him.

"How would you handle this situation?"

Other topics include how to detect the accident-prone personality, how to avoid hiring drifters, how to take care of a request for transfer from, say, shipping to the tool crib; how to calm the man who blows his top over a bad space in the parking lot. On a different plane, the supervisors consider how to achieve the most effective expositions



COMPLETE participation results in putting the whole man on the job.

of such economic ideas as the role of capital, the meaning of competition, inflation and real wages, the impact of automation.

They are also groomed in the conduct of plant discussion meetings which occur regularly in groups of not more than 20 employes each and are designed to keep everyone informed on what he needs and wants to know. They are not telling sessions since the employe does not enjoy being told. Hence the foreman, who acts as chairman, encourages workers to ask questions on any subject. If a complete answer can't be given, the answer is obtained and given to the worker within 24 hours, a rigid Taco rule.

In a recent gathering of this sort, there were 71 employe comments. They ranged from the observation that "too much material is stacked too high and not reachable from the racks" to the complaint that "the small orange truck is being overloaded with lumber" to the request for "another drinking fountain in the bending department" to such inquiries as "Who is our largest competitor?"

Sometimes, as when Taco's new retirement plan was inaugurated, the meetings are larger and a member of top management explains the significance of the new step and invites discussion about it.

Supplementing such face to face exchanges of ideas and information are letters Mr. Essley sends to every operator. They may point out that, to keep

up with new schedules, Taco has ordered another lathe, or that the quality control room is being air-conditioned to provide more uniform temperature for more accurate gaging, or that certain specific employe benefits for which Taco pays (Group Life Insurance, Blue Cross, vacations and the like) are worth 33 cents an hour.

In 1954 when Taco was moving from several separate shops in Providence to a single new plant in Cranston, every foreman was assigned the task of laying out his own section within the general floor plan.

"Don't be afraid to make mistakes on this," Mr. White urged them. "I expect you to, and if you don't like where a machine or bench is put down, we'll move it. All we expect from you is to end up with what we can agree on as the most efficient layout possible."

The senior foreman, Mr. Fred Person, who has been 35 years with Taco, relates how each of the foremen, in turn, asked the advice of his operators, many of whom helped to plan layout on their own time. Week ends they often brought their families to tour the new plant and to point out where their sections and machines were going to be.

Behind all these activities, the meetings, letters, participation in layout and kindred forms of work are three related purposes:

1. To maintain two-way communication among employes and management;

2. To intensify feelings of personal involvement in everything Taco does;
3. To foster an environment inducing self-development efforts.

"The way to get productivity," Mr. White says, "is to have your people interested in the business because they know that whatever they contribute is recognized and is to their advantage along with that of the company's. You can't buy that state of mind with high pay scales. You have to build it with an accretion of many things."

In extending this concept to the sales force, Taco has to cope with peculiarities inherent in its type of business. Like its competitors, Taco—in much of its selling—does not deal directly with the plumbing and heating contractor but rather with the distributor. But the distributor will not stock Taco (or rival) products unless the contractor asks for them.

To generate that sort of indirect demand, says Robert H. Chaffee, general sales manager, means that "our salesmen often have to be missionaries who sell an idea for tomorrow instead of writing an order today." The Taco development program for salesmen as shaped by Joseph R. Murphy, vice president for sales, together with his former aide, Mr. Chaffee and Mr. White, entails careful screening to select a personality type who ideally should combine five major attributes. He should be tenacious, have a mechanical bent, be able to impress others with his sincerity, to imagine results a year or two hence, and be an almost complete extrovert in that he enjoys seeing people virtually all the time.

Taco recruits such salesmen from widely divergent backgrounds. One top performer used to drive an oil tank truck. Another previously taught drawing in a technical school. A third formerly sold machine tools for export. A fourth is a graduate of a business administration college. A fifth was once an aeronautical engineer.

Whatever his prior experience, a Taco sales candidate gets on-the-job training for a year or more. He has to acquire intimate knowledge of the product line and the pattern of the building trades industry where 25 per cent of the firms, from architects to suppliers, do 75 per cent of the business. He has to understand that the contractor is more often than not a graduate craftsman and thus very quality conscious. He has to realize that

(Continued on page 36)

Industrial Electronic Controls

Think And Act Automatically

Today, we are hearing a lot of talk about automation and seeing examples of the first steps toward the automatic factory.

Electronic equipment is used to control a variety of machines and functions which individually cannot be called Automation. However, with additional controls and handling equipment to tie them together, they can become a part of an automated system. Thus, Industrial Electronics becomes a tool for controlling both individual machines and complete systems.

Whether your production calls for limited mechanization or complete automation, Industrial Electronic Control can help you to build more and better goods at a lower cost.

The electron tube, the nucleus of industrial electronics, can do many things. It can convert alternating current to direct current. It can turn current off and on. It can give you precise and smooth control of voltage and current. It can give you great amplification of minute signals and instantaneous response to those signals. And it can do all of this without noisy, wearing mechanical parts.

Ordinarily, the low currents present in many circuits are not of sufficient capacity to operate a magnetic relay which would normally be used to start a motor to do some work. But with a simple resistance sensitive relay, the low currents are detected, amplified, and used to operate the magnetic relay, thus starting the motor.

There are a great many applications such as maintaining liquid levels, sorting small parts, controlling thread breakage, and operating from contact-making instruments, where a resistance sensitive relay can do a reliable, low maintenance, and automatic job for you in your plant. They are easy to install and quite inexpensive.

The photoelectric cell is probably the most familiar electronic tool. There are, in industry today, many applications where photoelectric relays can be used for safety, for control, and for a more efficient operation.

One application involves a process where items have to be weighed and marked as they come off the assembly or production line. Due to the time required to perform these operations,

it is impractical to have a steady flow and an adjustable automatic feed is required. Here the motor-driven conveyor delivers boxes to the weighing station. The photoelectric relay is set to stop the conveyor when the beam is broken except that we have inserted a simple electronic timer to cause a time delay equal to the average time it takes an operator to weigh and mark the boxes. If a box is not weighed and marked within the pre-set time, the photoelectric relay stops the conveyor, but not otherwise.

This is a simple problem and the solution is simple, but the simplicity means real flexibility and low cost. This same photoelectric simplicity and flexibility can be utilized for dozens of other applications. A few of these, for example, are: automatic door control, web break detection, automatic cut-off control, hopper and bin level control, and overheight signal control.

One of the electronic controls greatest contributions to industry is the art of resistance welding. It is difficult to over-estimate the tremendous effect that this method of joining two pieces of metal together has made on the American scene. The automotive industry, where it is used extensively, is a good example of how great this contribution has been. One major auto manufacturer has estimated that *without* resistance welding, the low price car he is now turning out would cost about \$10,000.

Another very important application for these controls that can think and act automatically is in the field of adjustable speed drives.

A-C current is converted to D-C by the electronic power tubes and the control also makes sure that the motor speed is very accurately maintained regardless of changes of load on the motor. A very wide speed range is obtained and the unit requires little maintenance. It eliminates the need for a motor generator set—an important consideration in many applications.

There are many hundreds of applications in which electronic adjustable speed drives excel—a few which you may have in your plant: winding or reeling, machining, metal finishing, testing, coating, drawing, heat-treating, continuous processing, batching,

feeding, fabric knitting, automatic welding, molding, printing, baking processes, and many other applications in the machine tool industry.

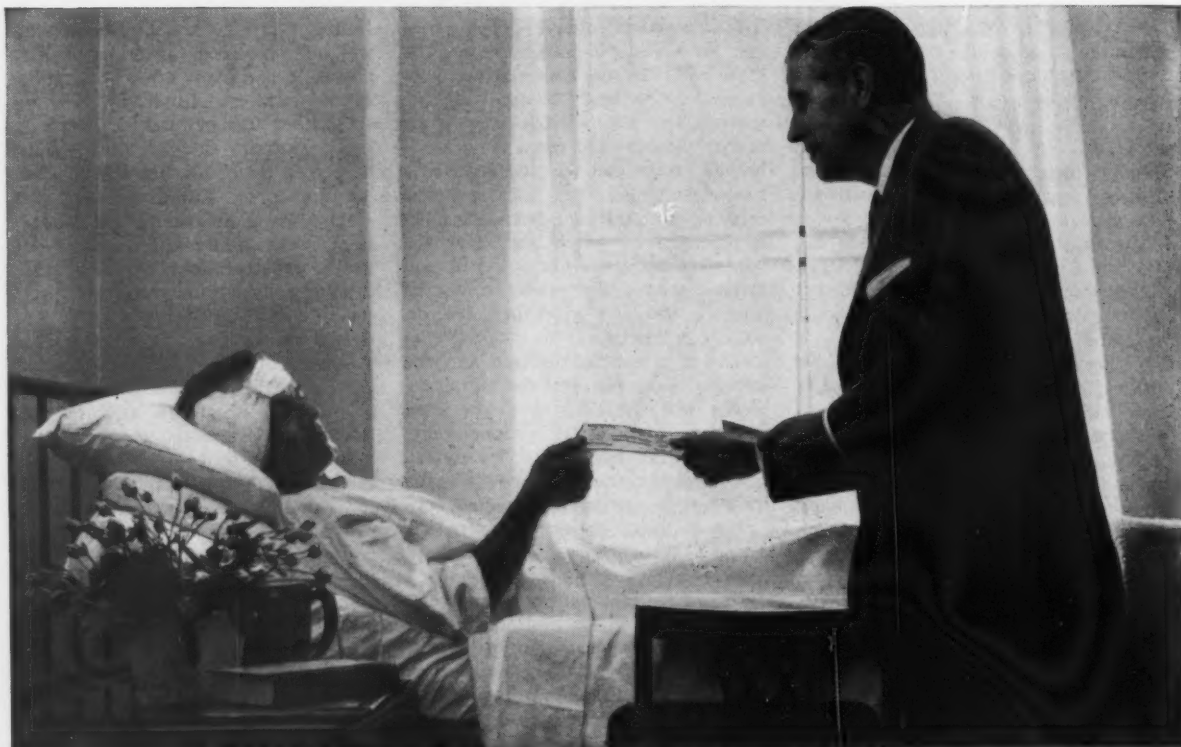
Another area of machine control is called Program Control, that is automatic control of machines from previously prepared information—or programs. Program control has already been in use quite a few years—and its use will certainly increase rapidly as more and more manufacturers progress into the Automation area.

A new kind of program control called Record Playback may someday cause a small revolution in some parts of industry. What this machine does is to take the essential *motions* that a machine, or a series of machines, goes through in making a product and records these motions on magnetic tape, similar to the kind used in an office tape recorder. The tape is run through the control and the machines automatically repeat the motions. This can increase the productivity of your machine tool tremendously. Since only the productive motions of making the product are on the tape, the machine can run with nearly 100 percent efficiency, with no allowance for human error once the correct tape is produced. The recordings can be saved and used at any time. Therefore, by having a number of recordings for the various parts to be made, the machine can quickly be set up to produce entirely different parts by simply changing the record.

As you can see, automatic controls are proven productivity builders and in the majority of cases they have increased machine output, improved quality and reduced rejects. Your public utility industrial sales engineer would like to assist you in an investigation of their possible applications in your plant, and with today's competitive markets this step towards automation is one you cannot afford to miss. Call him today.

The Connecticut Light and Power Company, The Connecticut Power Company, The Hartford Electric Light Company, The Housatonic Public Service Company and The United Illuminating Company.

How to turn an accident into a business asset



When accidents occur, employees expect your firm's Workmen's Compensation insurance to be thorough and just.

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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE PUBLICATION of a new engineering data sheet covering their entire line of miniature, Expanded Scale A-C Voltmeters has been announced by International Instruments, Inc., New Haven.

The new data sheet covers all information pertinent to the expanded scale feature of this meter line. Supplementary information such as mounting dimensions, case, descriptions, standard and special resistances, etc., is contained in additional data sheets covering each specific model.

★ ★ ★

AT THE ANNUAL meeting of stockholders of R. Wallace & Sons Mfg. Co., Wallingford, John C. Cairns, president of the Stanley Works of New Britain, was elected to the board, filling the vacancy created by the resignation of Fred Waterman.

At a special stockholder's meeting held immediately following the annual meeting, it was voted to change the name of the corporation to Wallace Silversmiths, Inc.

ANNOUNCEMENT has been made by John Brown Cook, president, Whitney Blake Co., wire and cable manufacturer, New Haven, of the appointment of Walter Kesteloot as assistant to the president.

Mr. Kesteloot has had twenty-five years experience in the wire and cable industry and until accepting his new position in New Haven was general manager of the wire and cable plants of Electric Auto-Lite Company in Port Huron, Michigan and Hazelton, Pennsylvania.

★ ★ ★

THE ACQUISITION of the entire kerosene burner division of the Wheeling Stamping Company, Wheeling, West Virginia, by Plume & Atwood Manufacturing Company, Thomaston, has been announced by Thomas I. S. Boak, president.

Included in the transaction are the machines, dies, designs, templates and active customer list used by the Wheeling company.

The Wheeling Stamping Company

The Cover



THIS MONTH'S cover depicts four generations of Connecticut clockmakers. Fred Lux, president of Lux Clock Mfg. Co., sits below portrait of his father, Paul Lux, founder of the company. Also active in the company are the sons of Fred and Herman Lux. Proudly displayed on the desk are photos of the president's grandchildren who he hopes will carry on the tradition of Connecticut clockmaking craftsmanship.

was established many years ago to manufacture kerosene burners. These are the units used in kerosene lamps for light and in such equipment as poultry brooders for heat. In recent years the Wheeling Company has developed a line of plastic bottle caps and collapsible tubes.

★ ★ ★

A MACHINE which automatically feeds laminated plastic and fiber strip stock into any standard blanking press at uniformly controlled temperatures up to 300 degrees F. has been developed by Technical Design & Development Co., Inc., Devon.

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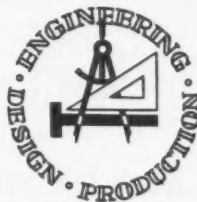
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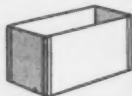


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The machine is said to increase production and to reduce the cost of blanking plastic and fiber parts with electrical, chemical and mechanical applications, such as resistors, capacitors, switches, relays, terminal blocks, printed boards, gears, etc.

The strip stock, which is loaded into a magazine, rests on a special feed belt synchronized with the press through a crank arm to an indexing roll feed. As the bottom strip leaves the machine, the strip above drops into place. Positive butting of the ends reduces partially blanked pieces to a minimum.

Descriptive material may be obtained from the company.

★ ★ ★

A NEW, improved catalog listing and describing the complete line of wiring devices and enclosed switches designed, developed and manufactured by the Arrow-Hart & Hegeman Electric Company, Hartford, has been published by the manufacturer.

According to the manufacturer, large type, a simplified arrangement of contents and an index that incorporates both an alphabetical and sectional listing of the products described, all contribute to simplifying this up-to-date catalog and make it easy to quickly obtain desired information about any wiring devices in the complete Arrow-Hart line.

★ ★ ★

THE BRIDGEPORT WORKS of Underwood Corporation, in line with the "Progress Unlimited" theme introduced by President Fred M. Farwell, has initiated an executive development program designed to produce top-notch business machine leaders.

Scores of applicants were carefully screened before four candidates were chosen for the two year training course.

The intensive 100-week program has been divided into phases to give each trainee a thorough working knowledge of all manufacturing, assembly, inspection and administration operations performed in the Bridgeport works.

Assigned to factory departments, trainees observe and assist foremen, group leaders and set-up men in carrying out their regular duties within the department. After 76 weeks, trainees select a field within the plant for specialization.

★ ★ ★

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PARTIAL SHIPMENT of Bibles received by MAC from The Gideons, International for free distribution to member companies. Pictured in background are left to right, President Albert S. Redway, Ezra Kihlgren, past state president of The Gideons, International, and purchasing agent for Hartford Empire Division of Emhart Mfg. Co., Hartford; John Coolidge, treasurer of MAC and president of Connecticut Manifold Forms Co., West Hartford; and Walter Govertson, state treasurer, The Gideons, International and secretary-treasurer of Duraplastics, Inc., Bridgeport. More than 400 Bibles have been requested and distributed to members as a result of President Redway's offer of free Bibles made during National Bible Week.

tion rooms in response to an invitation issued by Albert S. Redway, president of the Manufacturers Association of Connecticut, in observance of National Bible Week for all-faiths. The Bibles were provided by The Gideons, International.

Commenting on the favorable reaction, Mr. Redway said, "The response comes from companies large and small in all parts of the state by persons of all faiths. I believe that this is an indication of a growing consciousness of religion as a part of our daily lives."

In New York City the Laymen's National Committee which sponsors National Bible Week expressed great satisfaction in the efforts of the Manufacturers Association of Connecticut and said that the Committee would hope to develop similar projects in other states.

★ ★ ★

A NEW, eight-page, two-color booklet offered by The Waterbury Farrel Foundry & Machine Co., of Waterbury, gives complete information on the company's line of Toggle Headers.

Text, photographs, reference tables

and drawings are used to describe the machines used for upsetting heads on screw and rivet blanks and forming tubular rivet blanks. The booklet explains the basic wear-saving advantage of the single cycle, two-blow principle. Under separate headings the brochure covers operation, feed mechanism and adjustment, cutoff with automatic safety slip device, blank transfer, punch shifter and adjustment, blank knockout, motor drive and both standard and special tooling.

Complete specification tables are provided as well as a table of standard tool dimensions for three machine sizes. Copies of the bulletin are available from the company.

★ ★ ★

THE CRITICAL PROBLEM of moving giant civil jet transport aircraft near passenger terminal buildings at airports may be solved through the use of a device developed by Consolidated Diesel Electric Corporation, of Stamford.

A committee representing the Air Transport Association of America was recently shown a model of a wheel mover unit which can be attached to

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Barney's installation of a series of shelf and rotating bins in a temperature controlled room eliminated a cumbersome method of filling orders at the Whitnon Manufacturing Co. "Thanks to Barney's we can meet trigger-timed schedules with ease . . . and all waste motion of hunting and picking for parts has been eliminated," remarked a spokesman for Whitnon in appraising Barney's valued services.

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the main landing gear of jets. With a pair of wheel movers attached, the pilot of the jet can shut off his noise, flame, and heat producing main engines and taxi the aircraft close to the terminal building to discharge passengers and cargo.

The Con Diesel wheel mover unit is used in conjunction with, and receives its power from a mobile power unit which also contains facilities for complete power servicing of jet aircraft while it is loading and unloading passengers and cargo.

★ ★ ★

CONSTRUCTION has started on an addition to The Dow Chemical Company's Allyn's Point plant at Gales Ferry, it has been announced by E. E. Stober, plant manager.

The addition, a four-story structure, will provide space for equipment to produce Styron, the company's polystyrene plastic used by fabricators in making housewares, toys, refrigerator parts and other widely used products.

★ ★ ★

PITNEY-BOWES, INC., of Stamford, and The National Cash Register Company of Dayton, Ohio have announced a ten-year agreement wherein they will cooperate in the development and production of "sorter-readers" of checks and other original forms for use in connection with electronic data-processing machines for banks and offices.

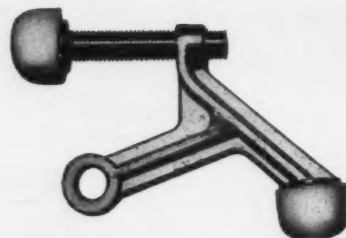
Sorter-readers, it was explained, operating at speeds up to 750 items per minute, will electronically "read" data printed or coded on checks and other original business forms, not only for the purpose of feeding the information into accounting machines, but also in order to sort the original material.

Under the agreement, Pitney-Bowes will build for National Cash Register the mechanical portion of sorter-reader equipment for handling checks and other paper items, and the Ohio firm, purchasing such equipment from PB, will equip it with electronic reading heads and processing units, and market the complete sorter-readers to its customers.

★ ★ ★

A NEW folder describing its #710 Hydraulic Marking Machine has just been published by the Parker Stamp Works of Hartford.

Completely illustrated with diagrams and case histories, the folder describes



NEW TYPE door bumpers recently announced by Gordon Associates, Inc., Derby, are adjustable to allow regulation of the travel distance of the door. Complete installation is accomplished by removing the hinge pin out of the door hinge, inserting the pin into the hole in the bumper shown here, and then replacing the pin. Made from aluminum castings with bright brass or nickel finish, the bumper can be used in homes or business buildings.

the #710 which makes marking a production line operation. It is pointed out that legends in an infinite variety can now be stamped on flat, round or curved surfaces in seconds.

★ ★ ★

THE PROMOTION of William H. Mann to the position of sales manager of the Skinner Electric Valve Division of Skinner Chuck Company has been announced by Paul K. Rogers, Jr., president of the New Britain firm.

Mr. Mann has been with Skinner since 1948 except for 16 months of Navy service during the Korean War.

★ ★ ★

THE ELECTION of Edwin O. Leader as vice president of Wyatt, Incorporated, New Haven, has been announced by C. W. Blanchard, president.

Mr. Leader has been affiliated with the company since 1937 when Wyatt acquired the assets of the Powell Coal Company. Until recently he had been manager of sales for Western Massachusetts and Northern Connecticut. He has been a director of The Wyatt Terminal Corporation since its incorporation in 1946.

★ ★ ★

STOCKHOLDERS of Heli-Coil Corporation, Danbury, have approved the acquisition of their company by Topp Industries, Inc., Los Angeles.

Heli-Coil produces a line of precision tools in a 40,000 square foot plant in Danbury. Headquarters of the merged companies will be in Los Angeles. Eduard Baruch, Heli-Coil president, will become a vice president and director of Topp Industries, Inc.

UNDERWOOD SUNDSTRAND adding machine production recently rolled past the million mark, a record that reflects and parallels the growth of American business since Underwood marketed the first ten key adding machine in 1914.

The result of six years' development, the Underwood Sundstrand adding machine was the first machine to make possible modern "touch" operation.

Originally manufactured in Rockford, Illinois, Underwood Sundstrand adding machines are now made in Bridgeport in a plant devoted exclusively to their manufacture.

★ ★ ★

THE APPOINTMENT of Edward L. Taylor, of Chicago, as general sales manager of The E. Ingraham Company, Bristol, has been announced by Robert E. Cooper, Jr., president. Mr. Taylor replaces C. E. Davis, who has resigned as general sales manager because of ill health.

Mr. Taylor was formerly general sales manager of Florence Stove Company and before that was sales manager for the electronics division of Stewart-Warner Corporation, vice president in charge of sales for Camfield Manufacturing Co., advertising and sales promotion manager of Schick Incorporated and advertising manager of Toastmaster, Products Division of McGraw Electric Company.

★ ★ ★

SAMUEL P. CALDWELL has been named to the newly created position of director of research and development of The Greist Manufacturing Company, New Haven, it has been announced by Merritt D. Vanderbilt, company president.

For the past year and a half Mr. Caldwell has served as vice president and assistant general manager of the Air-Marine Division of Greist, Amityville, L. I., N. Y.

In his new post he will also continue his assignment as executive assistant to Mr. Vanderbilt and to Hubert M. Greist, executive vice president of the company.

Mr. Caldwell received his B.S. degree in electrical engineering from the Sheffield Scientific School of Yale University in 1924 and is a registered professional engineer. Before joining Greist in 1936 he held engineering positions with the Southern New England Telephone Company, Automatic Signal Corporation and General Ice Cream Corporation.

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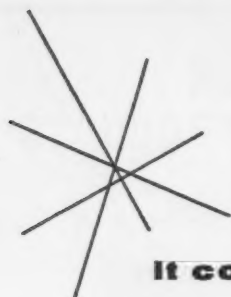
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A LICENSE AGREEMENT has been executed with Manning, Maxwell & Moore, Aircraft Products Division, Danbury by The Lee Company, Westbrook, granting the Danbury concern exclusive right to manufacture and distribute differential pressure transducers throughout the world.

The new product, which measures and records differential pressures to within 1/32 psi, was developed at The Lee Company's research and development facilities located in Westbrook.

★ ★ ★

A NEW self-balancing electronic potentiometer which gives a continuous record on a three-inch strip-chart has just been announced by The Bristol Company, Waterbury.

Offered in either potentiometer of a-c bridge models, the new instruments can be used to measure and indicate or record any variable which can be converted into an electrical quantity, such as temperature, pressure, flow, speed, pH, smoke density, resistance, etc.

★ ★ ★

HAMILTON STANDARD of Windsor Locks, one of the nation's leaders in the manufacture of airplane propellers, jet engine starters, air conditioning equipment and other aircraft accessories, has announced the purchase of a permanent site in Pinellas County, Florida for its Florida engineering operations.

Hamilton Standard is the second division of United Aircraft Corporation of East Hartford which has recently

chosen Florida as the site for engineering operations. Pratt & Whitney Aircraft, the aircraft engine building division of United Aircraft, recently obtained 7,000 acres of land in Palm Beach County, Florida.

Hamilton Standard last March announced it had leased a section of the former U. S. Maritime School on the St. Petersburg waterfront for a company engineering operation. The lease will expire March 1958.

★ ★ ★

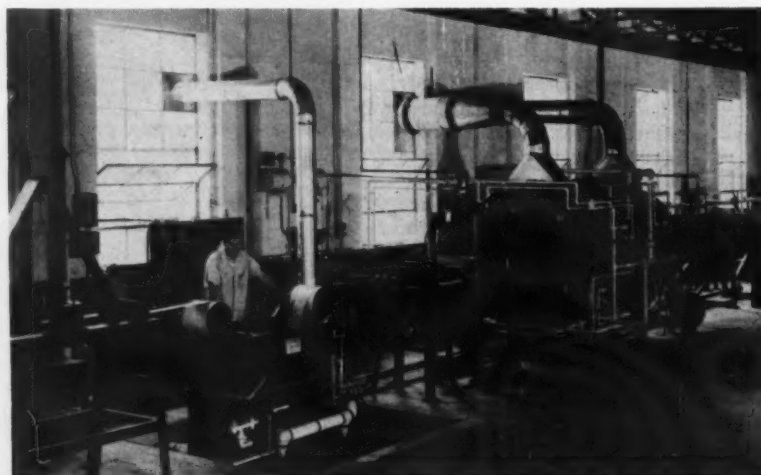
APPOINTMENT of Frank W. Angle as personnel manager at the Bristol plant of New Departure Division, General Motors Corporation, has been announced.

Mr. Angle succeeds the late David H. Bajrd of West Hartford. He is a graduate of the Boston University School of Law. He joined New Departure in June 1951 and for the past five years has been associated with labor relations activity.

★ ★ ★

A. DALE MITCHELL, associated with Waterbury Farrel Foundry and Machine Company, Waterbury, for 14 years and treasurer since 1954, was elected president by the Board of Directors recently. He succeeds the late Joseph M. Schaeffer.

Fred S. Van Valkenburg, who has been with Farrel since 1910, was elected chairman of the board. The post had been vacant since the retirement of R. L. Wilcox two and a half years ago.



THIS MODERN annealing furnace has just been installed in the Wallingford plant of Ulbrich Stainless Steels Co. The new equipment makes possible the conversion of stainless steel strip and flat wire exactly to consumer specifications.

Mr. Mitchell joined Waterbury Farrel in 1942 as assistant treasurer and controller. He was elected to the office of treasurer in 1954 and was also made a director of the company.

★ ★ ★

AN INDUSTRIAL DIVISION, under the direction of Ford Sebastian has been formed by The Silex Company, Hartford, it has been announced by President Stanley M. Ford.

The new division will concentrate on the development and marketing of automatic coffee brewing equipment for the institutional and industrial catering trade, and a new coin-operated "Brewed Coffee" vending machine.

★ ★ ★

THE APPOINTMENT of Frank P. Strong as assistant treasurer of Chase Brass & Copper Company has been announced. Mr. Strong replaces Robert C. Smith, previously advanced to treasurer of the company.

A native of Woodbury, Mr. Strong has been with Chase almost 29 years. He is a graduate of Dartmouth College's Tuck School of Business Administration.

★ ★ ★

THE APPOINTMENT of Richard C. Noyes of Farmington as assistant secretary of the Manufacturers Association of Hartford County has been announced.

A member of the Association staff since 1951, Mr. Noyes was formerly personnel assistant at the Aetna Life Insurance Company.

★ ★ ★

NORDEN-KETAY CORP., has leased a building in Stamford to house its executive offices and to establish a central research laboratory for missile work.

In announcing the plans, Perry R. Roehm, president of Norden-Ketay said, "We have chosen the Stamford location because it is centrally located with regard to our several different divisions in New York and Connecticut. In addition, we can provide an opportunity for our employees to be much closer to residential or rural areas, thereby providing better living and recreational opportunities for themselves and their families.

★ ★ ★

NEWMAN M. MARSILIUS, SR., chairman of the board of directors of

the Producto Machine Company, Bridgeport, died recently.

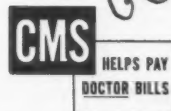
Mr. Marsilius was a pioneer in the milling machine field and during his lifetime was granted many patents on machine tools and allied mechanical devices. He was born in Norway and came to this country at the age of 14. He worked his way through the Massachusetts Institute of Technology, grad-

uating with an engineering degree in 1917.

Mr. Marsilius became works manager of the Davenport Manufacturing Company, Davenport, Iowa, early in his career. Successively thereafter he became factory manager of the Woodstock Typewriter Company, Woodstock, Illinois, and in September, 1923, vice president of the Bilton Machine



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Tool Company in Bridgeport. In 1928 the Bilton Company was reorganized, becoming Producto Machine Company, and Mr. Marsilius was elected president. He served in that capacity until 1949 when he became chairman of the board.

He is survived by his wife, two sons, Newman M. Marsilius, Jr., president of Producto; Philip R., vice president and secretary, and a daughter.

★ ★ ★

MARK J. LACEY, president and general manager of the Peck, Stow and Wilcox Company, Southington, has recently become assistant to the president of the North and Judd Manufacturing Company, New Britain.

Mr. Lacey had been associated with Pexto for the past 26 years, first serving as vice president in charge of sales. In 1932 he was elected president and general manager.

Roland J. Ahern was elected to replace Mr. Lacey as president and general manager of the Southington firm. He has been chairman of the board of directors since September 1953, and will continue to serve in that capacity.

Mr. Ahern has been president and general manager of the parent company, Billings and Spencer Company of Hartford since 1944 and will continue in that capacity.

★ ★ ★

THE APPOINTMENT of W. Jouett Blackburn, president of Hildreth Press, Inc., Bristol, to serve as a member of the Connecticut State Apprenticeship Council has been announced by Labor Commissioner Renato E. Ricciuti.

Mr. Blackburn has been active in the Eastern Seaboard Apprenticeship Council for a number of years.

The Connecticut State Apprenticeship Council has been in continuous operation since 1938 when the Seventy-Fifth Congress established the Federal Committee on Apprentice Training as a permanent agency of the United States Department of Labor.

★ ★ ★

THE FLOYD CRANSKA company, Moosup, officially ceased operations there recently after some 76 years of nearly continuous manufacturing of cotton yarns and thread.

The firm sold its plant to the Griswold Rubber Company of Jewett City recently. That company manufactures sponge rubber weatherstripping products for the automotive industry. Its affiliate, Rhodes Rubber Company,

manufactures laboratory rubber stoppers.

★ ★ ★

ERWIN P. CLAUS, vice president in charge of manufacturing and a director of the Bristol Company, Waterbury, died suddenly at his home recently.

A resident of Waterbury for 35 years, Mr. Claus had been associated with the Waterbury Clock Company where he served as works manager for many years. In 1942 he became affiliated with the Bristol Co. as vice president in charge of manufacturing.

★ ★ ★

A MODERN research laboratory is nearing completion in Bethel which will allow for expansion of the facilities of Synco Resins, Inc.

William T. Hack, president of the firm, announced that the new laboratory will employ between seven and ten researchers under the direction of Roger F. Gager, company vice president.

The company, which specializes in resins designed for paper, abrasives and adhesive applications and for special uses in the construction trade, was founded in Bethel in 1947.

In connection with the expansion Mr. Gager announced that the company has developed a fireproof paper that will also withstand outdoor exposure, by the use of Synco 85, a new impregnating resin.

★ ★ ★

THE J. M. NEY COMPANY of Bloomfield, manufacturers of precious metal alloys for dentistry and precious metal contacts for the electrical and electronic fields, has announced the appointment of Richard L. Coleman as vice president in charge of research and development.

Mr. Coleman, a graduate of the Virginia Polytechnic Institute, has been with Ney for more than 25 years, joining the company in 1930.

Long recognized as one of the leading precious metal metallurgists in the nation, Mr. Coleman has been frequently honored for his work in the field, and was most recently presented with the Souder Award by the Dental Materials Group of the International Association of Dental Research.

★ ★ ★

THE RESIGNATION of Wilfred C. Palmer as president of its National Folding Box Co. Division has been an-

nounced by Federal Paper Board Co., Inc.

Mr. Palmer plans to concentrate on special sales activities for the company in the Philadelphia area. He is a former officer of the National Folding Box Co., and when National was acquired by Federal in 1953 he was named president of that subsidiary.

★ ★ ★

FREDERICK E. HUDSON and Dr. Oscar J. Swenson have been appointed by C. E. VanWinckel, president of the Carwin Company, North Haven, to serve with him on the company's executive committee. The new committee, according to Mr. VanWinckel, has been authorized by the board of directors to stimulate the continued growth and development of the company.

★ ★ ★

A TUITION AID PROGRAM to assist employees in obtaining certificates and Bachelor's degrees in Engineering and Master's and Doctor's degrees in Engineering, Business Administration and approved Sciences, has been announced by The Singer Manufacturing Company.

The aid provided is on a graduated basis up to full tuition plus twenty per cent thereof to help on other expenses with an increasing amount of aid being provided the further an employee-student proceeds with his higher education in courses which are approved by the Plant Education Committee.

★ ★ ★

IN THE "Manual of Excellent Management," issued annually by the American Institute of Management, Pitney-Bowes, Inc., Stamford, ranks in the top quarter of the 409 companies rated as excellently managed. With "over 9,000 points," the maximum rating, given to only 17 companies, Pitney-Bowes scored in the next category (8,500 to 9,000 points), as listed in the 1956 report, based on the AIM's sixth annual management "audit."

The Stamford company is also listed as one of 20 companies, out of the 409 rated excellently managed, cited as examples of firms making outstanding strides in production efficiency.

Under "sales vigor" Pitney-Bowes again is listed as "exceptional". Here the definition includes "the caliber of the men behind the effort, service operations, delivery facilities, sales quotas and pricing policies, and the structural link between advertising, selling and production."

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APPOINTMENT of Donald C. Erdman, former president of Electro Circuits, Inc., as assistant to the president of Sperry Products, Inc., Danbury, has been announced by President J. B. Farwell.

Mr. Erdman, who served Electro Circuits also as chief engineer, has had extensive experience in the research, development and application of ultrasonic testing for quality control. He will be active particularly in promoting the progressive development and broader application of the Reflectoscope, which is manufactured in Danbury by Sperry Products and is widely used in industry for non-destructive testing of materials and the inspection without disassembly of the major components of operating machinery.

A graduate of Pomona College, California, Mr. Erdman was formerly affiliated with Triplett and Barton of Seattle Washington, as research physicist, manager of the testing branch. From 1945 to 1950 he was chief engineer.

★ ★ ★

HARRY A. RUSSELL has been named a vice president of the H. O. Canfield Company, Bridgeport. He will be in charge of technical operations of the company's plants located in Bridgeport, Clifton Forge, Virginia and Seymour, Indiana. The company manufactures rubber and synthetic rubber products and extruded vinyl products.

Mr. Russell, a native of Czechoslovakia, studied at the University of Honolulu and is a graduate of Columbia University where he majored in chemistry.

★ ★ ★

THE DEVELOPMENT of a new mobile source of dry air, the ACE-36 Mobile High Pressure Air Stand, has been announced by Accessory Controls & Equipment Corp., Newington.

The unit is designed to provide dry air for use in starting jet aircraft, testing landing gear, inflating tires, leakage testing, calibrating instruments, and other applications.

Through the use of the company's integrally installed ACE-17 refrigerant type Dehumidifier, desired dryness is selected by adjustment of the thermostat setting. Two supply systems are available. No. 1 system supplies air for direct loading of bottles, or other purposes, from the compressor. The No. 2 system may be set to automatically regulate the supply for any desired pressure from approximately 100

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THE NEW, modern metallurgical laboratory at Fenn Manufacturing Company, Newington. The company offers the facilities of its new laboratory to customers both old and new and invites inquiries concerning metallurgical problems.

to 5,000 psi. Mobility is provided by two swivel and two fixed casters and a sturdy pull handle.

★ ★ ★

THE OPENING of a new modern metallurgical laboratory was announced recently by James I. McMartin, director of engineering, of the Fenn Manufacturing Company, Newington. The laboratory enables Fenn to maintain full control over the physical and chemical qualities of all raw materials purchased, and provide its customers with a thorough metallurgical analysis of any metal under consideration for processing on Fenn metal forming equipment.

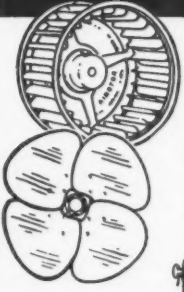
Since Fenn is also a producer of precision aircraft parts, the laboratory is said to have full Air Force certification and features complete facilities for performing quantitative chemical analysis of metals and testing metal structure by purely mechanical means, the X-ray.

Under the supervision of Robert Turnbull, chief metallurgist, the laboratory offers heat treatment analysis of metal, determinations of the machinability of any metal and changes in grain structure due to the rolling and swaging processes.


★ ★ ★

C. H. DEXTER & SONS, INC., Windsor Locks paper manufacturers, has announced the purchase of 25 acres of industrial land on the St. Lawrence Seaway, in the town of Augusta, Ontario.

The company, according to its president, Dexter D. Coffin, has no immediate plans for construction. The purchase, he said, is part of a long-range planning program looking toward the possibility of a branch paper manufacturing plant in Canada to serve the Canadian market.

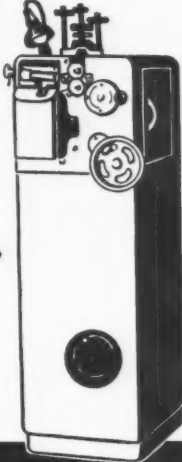


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JESSE A. BRAINARD, formerly supervisor of administrative training at Pratt and Whitney Aircraft, has been appointed training supervisor at Sikorsky Aircraft, it has been announced by B. L. Whelan, general manager.

Mr. Brainard joined Pratt and Whitney in 1940 as an instructor in the defense training school. He is president of the Connecticut Council on Education and is a member of the Connecticut Association of Boards of Education.

★ ★ ★

DIRECTORS of the North & Judd Mfg. Company have elected Ivan L. Smith and John A. Morris vice presidents and general sales managers of the two largest divisions of the company.

Mr. Smith will be vice president and general sales manager in charge of sales of the New Britain division and Mr. Morris will be vice president and general sales manager in charge of sales at the Wilcox Crittenden division, Middletown.

Mr. Smith joined North & Judd as a sales trainee in 1946. He received several promotions and has served as sales manager of the slide fastener and style products division, and earlier this year was appointed general sales manager of all products manufactured in the New Britain plants.

Mr. Morris started as a sales trainee in 1945 and then was assigned to Texas where he was in charge of a sales office for six years. He returned to the home office in 1953 as sales research manager and became sales manager of the clothing hardware division in 1954. Last year he was transferred to the Wilcox-Crittenden division as general sales manager.

★ ★ ★

AN AERIAL FIRE ENGINE to combat airplane crash fires and accomplish quick rescue of the occupants is being developed by Kaman Aircraft Corporation, Bloomfield, in cooperation with the Ansul Chemical Company, manufacturers of fire-fighting devices.

The aerial fire engine, which is a Kaman HOK-1 helicopter carrying a pilot, a three-man fire-fighting team, and Ansul dry chemical fire extinguishers, has successfully demonstrated the time-saving method of rescuing personnel involved in aircraft fires. The helicopter, in addition to transporting the crew and equipment to the scene of the crash, aids in the fire-fighting and rescue by beating down the flames



THIS AERIAL FIRE ENGINE is shown in action at Kaman Aircraft during a demonstration for representatives of the U. S. Air Force. As the helicopter hovers overhead, using the powerful downwash of air from its rotors to beat the flames, two firemen go into action with the dry chemical extinguishers, opening a path through the flames for the third man who will rescue the airplane's "pilot."

with its powerful rotor downwash. Fire-fighting and rescue operations by helicopters could be carried out even when crashes occur in areas which are inaccessible to ground-operated fire engines and rescue trucks.

★ ★ ★

REEVE SCHLEY was elected chairman of the board of directors of Underwood Corporation recently to succeed L. C. Stowell who retired on November 1. Mr. Schley has been a director of Underwood since 1918. He is also chairman of the finance committee and a member of the executive committee.

He was formerly a partner in the law firm of Simpson, Thacher & Bartlett and for many years was a vice president of the Chase National Bank. He is chairman of the Howe Sound Company and chairman of the board of the Somerville (N. J.) Trust Company and a director of the Gravity Water Supply Company, Inc., Federal Insurance Company and the General Dynamics Corporation.

★ ★ ★

THE PARKER STAMP WORKS of Hartford has announced a new hydraulic marking machine. Smaller than normal hydraulic marking machines, it stands on a 18 by 20 inch space, yet marks everything much larger machines are designed to handle.

Called the Parker #710, the machine is said to perform normal marking operations requiring up to 8,000 pounds

pressure, with a maximum lettering length of 3½". The well-designed unit is built with a heavy die slide which operates on roller bearings.

Ancient Finish, Modern Metal Combine to Launch New Industry in Connecticut

(Continued from page 11)

ing a broad field of use wherever dials, signs, name plates, and operating and maintenance instruction panels are subjected to extreme heat, corrosion, and abrasion. Ordinary printing soon deteriorates when subjected to heat but Argosy-made sample panels heated to 1000 degrees, then plunged into cold water, reveal no signs of cracking, breaking, or discoloration.

Preparation and Application

Porcelain enamel, although applied like paint with a spray gun, roller, squeegee, or by dipping, should in no way be confused with ordinary paint or similar surface treatments.

The coating as prepared and applied by Argosy Industries is actually a layer of porcelain permanently bonded to the aluminum base. The proper application of this finish requires precise laboratory control at every step from formulation of the frit (ceramic terminology for the raw material) to the final firing.

Cleaning of the metal with acid baths is important to proper bonding. After

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cleaning comes actual application of the coating, then firing in specially designed electric furnaces to complete the operation.

An interesting outcome of the process is the added rigidity it imparts to the aluminum. A coating of enamel applied to .051" aluminum sheet actually increases rigidity by 50%.

As this article is being written, Argosy is completing the installation of large capacity processing tanks, conveyor-belt fed, for cleaning and preparing the basic aluminum in continuous sequence. Also ready for operation is a firing oven with 42" wide conveyor which will greatly increase the size-range of units which may be fired, as well as the speed of firing.

The company is presently engaged in the manufacture of porcelain enameled aluminum nameplates, instruction labels for machinery operation, gauge dials, advertising and decorator items where color is an important selling point, and job orders for specialized applications. The services offered include fabricating, silk screening, decorating, designing, and engineering assistance.

In Defense of Do-It-Yourself

(Continued from page 13)

Georges have already graduated from enough do-it-yourself experience to tackle building their own houses, complete with busy workshop, located where the "rumpus room" used to get sat in once in a while.

And the Mrs. Georges, bless their several million creative hearts, when they got through cleaning up those first sawdust messes and paint smears around the place, set out to do one of two natural things. They either started helping George with his do-it-yourself project, and probably changing his designs, or they started do-it-yourself projects of their own.

The results have been obvious. Practically all the lumber yards and hardware stores in the country have had to spruce up their traditionally cluttered premises to accommodate the lady purchasing agents who now come swarming in daily with critical orders for construction tools and supplies

they couldn't even spell before the Great Revolt against do-nothing-yourself set in.

When the toolmakers get through rubbing their eyes over what's happened it may occur to them to start selling hammers and the like marked His and Hers. This thing is bigger than both of them. It's even rubbing off on the kids—and there are suddenly more kids per family for some do-it-yourself reason. Apparently that "parental bent" instinct has been revived too.

Future social analyzers and moral-pointers will probably have a field day explaining how the do-it-yourself movement rescued mid-twentieth century Americans from the brink of mass sedentary boredom.

But in the meantime the jokesters, who must stay much closer to the passing scene, will have to find a new butt for their jibes. It may seem funny to the uncalled-for kibitzers that so many people will work so hard when they don't have to. But that's what makes it fun.

And look at all the money you save, if you survive.

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HOW WOULD YOU DECIDE?

In this department each month there will be published labor relations grievances that were settled by arbitration. Read the grievances and check your opinion against the arbitrators ruling. Selection of cases made by MAC counsel.

Must a company prove special ability and aptitude when disregarding seniority in making a promotion?

Here's what happened.

The contract being interpreted provided that the company could consider "ability and aptitude to perform the work" but where such factors were relatively equal as between two individuals, length of service must be the determining factor. The employee in question was promoted from an automatic screw machine operator to be a set-up man although he was 44th among those on the seniority list. Although there was no question about his qualification to perform such work, the union complained because the company had passed over 42 operators with greater seniority, including 3 who had previously been set-up men. The company attempted to justify its action on the ground that the employee's supervisor felt that his work as an operator, particularly the effort he had expended in keeping his own machines running, merited his promotion. However, it was quite apparent that a number of other operators with greater seniority had done the same difficult work in a creditable manner.

Was the company justified in making a promotion outside the seniority provision under the circumstances?

The arbitrator felt that since the contract clearly required length of service to be the determining factor when ability and aptitude were equal, there was no evidence that this employee's ability and aptitude were sufficiently superior to many of the others with greater seniority. Consequently, the arbitrator ruled that the factor of length of service had not been given sufficient consideration by the company and the promotion was improper under the contract.

Does an employee who is not directly affected by the grievance

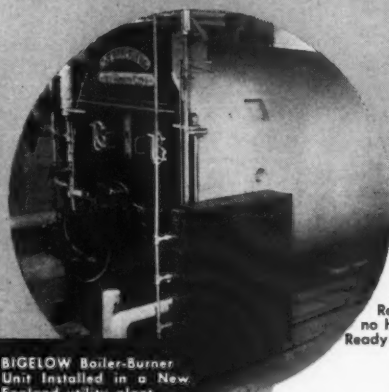
being processed have a right to sit with the grievance committee at all times when the grievance is being discussed?

Here's what happened.

An employee presenting a grievance protested a cut in rate on a certain part as the result of installation of new equipment. The foreman replied that the new method should be tried by a group of employees before any final judgment was made, but offered to reduce the cut which had been made. This settlement was rejected by the employee and the union steward, whereupon a mass grievance was presented signed by ten employees in that

department. These employees had participated in the second step meeting under the grievance procedure, but when the third step was reached, the company designated the four employees who had actually worked on the parts on which the new rate had been set to participate in the discussion. This selection eliminated from the conference a certain employee, and the present grievance before the Board to be arbitrated was over the company's refusal to allow that employee to participate in the third step meeting. The contract provided that an aggrieved employee should have the right to be present at any stage of the grievance procedure without loss of pay. The union steward argued that the contract was clear and since the employee was vitally concerned with the outcome of the grievance, as he would be working on the parts and bound by the price, even though he had not yet worked under the new conditions he should be permitted to participate in processing the grievance. The company argued that the only aggrieved employees were the four who had actually worked on the parts after the new rate was set as

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they were the only ones with actual complaints. It was pointed out that as in the case of any grievance, the potential interest of those who might be affected by the disposition of that particular grievance is considered to be adequately protected by those who are actually grieved and are processing the grievance, including the union steward.

Does an employee who might be affected by the outcome of a grievance have a right to be present during the process of that grievance?

The Arbitration Board "reasoned" that the individual involved was an aggrieved employee under the circumstances presented, and the employees had a right to select those who would appear on their behalf at the third step in the grievance process, rather than have the company limit it to those who had actually been aggrieved. The Board did point out that the question presented was not whether the entire 57 employees who might be affected by the change were entitled to sit in on the grievance discussions and be paid for the time so spent, but upheld the right of the union to introduce a grievance to cover the general problem presented by the rate cut and to designate which of the employees could participate in processing the grievance whether they had actually operated under the changed conditions or not.

Is a company barred from downgrading an employee when, after several months, it discovers the job the employee was doing had been improperly described and classified?

Here's what happened.

Over an extended period of time the company had increased its volume and added a number of new types of gages, and in the process had shifted about various employees and created a new department. The employee in question had been working in the Inspection Department prior to these changes and had been classified under the company's job evaluation system in a particular and appropriate job level. However, several months after the new department had been established and the various changes made in work assignments, the company decided to review the job descriptions of all the inspectors in this new department and as a result discovered that the work done by the employee now properly fell into a lower job level. However, it did not notify him of that fact

and waited several months before putting the adjustment into effect. The union claimed that since the employee's work had not changed during the several years that he was doing such inspecting and when he had the higher classification, his status became fixed at least for the length of the current labor agreement, and the company therefore, could not down-grade him without some change having taken place in the matter of the work he performed. The company maintained that in view of the gradual development of new types of gages requiring new and varied inspection skills, it had the right to review job descriptions on this work and to revise them when necessary to more accurately reflect the work done by the individual employee. The evidence clearly indicated that the most accurate description of the work presently being done by the employee was that given in the new description and the only issue raised by the union was whether an employee somehow acquires a fixed position for the duration of the current contract in his existing job level even though that is inaccurate and excessive.

Does an employee get frozen into his job level for the duration of a contract regardless of his duties?

The arbitrator decided that since the basic element of job evaluation is that rates of pay will be established according to the relative worth of a job in relation to other hourly rated jobs, it is equally basic that if the company by error or omission fails to properly describe and classify a job, it is not barred from correcting it at any time thereafter. He pointed out that if, under such circumstances the duties are underclassified, the employee would feel and would be entitled to redress at any time and would not have to wait until the agreement expired to have his job correctly described and rated, and the same thing is true if a job is overclassified.

You Can Grow Your Own Executives

(Continued from page 18)

the kind of selling he will do generally excludes tickets for the fights and night clubs.

He is then apprenticed to a first-string salesman and goes around with him for six months at least. The veteran teaches the novice by showing; the latter learns by doing—handling

complaints, demonstrating better ways to repair or lubricate parts, or guiding visitors to the company's booth at a trade show. At the same time, he is expected to pursue such self-development studies as marketing or economics at a local college, or cost computation at IBR (The Institute of Boiler and Radiator Manufacture). For the rest of his career he is expected to continue his education along these lines, with stress on making himself into his own sales forecaster.

"It's slow work to ready a man," observes Mr. Murphy, "and we have a big investment before a new salesman can make a call by himself. But it pays off. Other companies are after our salesmen all the time. But they're sticking with us."

One reason for this allegiance is that Taco's sales have been going up steadily during the past four years. They rose 30 per cent in 1955. The building boom accounted for part of this increase. But, in Mr. White's estimate, it was due in about equal measure to Taco's accent on developing managers and everybody else. The company's break-even chart, which over the past four years discloses a rising ratio of profits to sales, would seem to bear him out.

"I know," Mr. White says, "that all of us who operate small businesses seem to be surrounded by bigness. We find a trend of thinking that suggests, even insists, that the big companies are getting bigger and the small ones smaller and fewer. Mergers, consolidations and all the publicity about them have indelibly imprinted this rather fatalistic belief in the minds of many small businessmen.

"I don't subscribe to this theory," he adds, "even though in some fields the trend toward bigness may be true. I firmly believe that, right now, small businesses can do well and flourish as they always have. But, in my opinion, management has first to be aware of the need for improving itself and willing to do something about it."—HERBERT HARRIS

Reprinted from April issue of Nation's Business with permission of its publisher, Chamber of Commerce of the United States.

REPRINTS of "You Can Grow Your Own Executives" are available for ten cents a copy or \$7.50 per 100 including postage from the Business Manager, Nation's Business, 1615 H St. N.W., Washington, D. C. Reprints of Part I, "Three-Year Study Shows How Managers Are Made" from the March issue may be had at the same price.

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CARBON	.25% max.	over .25% min. to 1.05% max.
THICKNESS*	up to about .187"	up to about .156"
WIDTHS (slit or rolled edge)	up to 22"	up to 22"
TEMPERS	ALL	Hard Rolled Untempered or Soft Annealed

FINISH (Satin or Reg. Bright)...COILS...CUT LENGTHS

*Standard or restricted tolerances

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SPECIAL SERVICE FROM MERCHANTS

*solves customer's
contamination problem*



SOLUTION: Merchants sends over its own stainless steel drums and polyethylene containers for filling by the ammonia producer, delivers



PROBLEM: National manufacturer in St. Paul discovers that traces of iron impurities are causing high rate of product rejects. The culprit—rust from aqua ammonia shipped in conventional steel drums.



COMPLICATIONS: Ammonia producer's packaging operation is not set up to provide special containers. Manufacturer calls Merchants' Minneapolis office; can something be done to help?

them to the manufacturer. Contamination problem is licked, thanks to Merchants' most important product—service.

Large chemical producers are primarily in the business of making chemicals. Merchants *sells* chemicals—sells them by offering service tailored to the individual customer. Your supply problem—whether it's special containers, special delivery, or

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PUBLIC RELATIONS

BY A. CARL MESSINGER

Public Relations Director

MOST of us in industry realize that today competition is severe. The job of meeting this competition involves better salesmen, better products and more efficient production.

One approach to the problem is based on selling employees the feeling that by working harder, doing a better job, having fewer rejects and less waste they will make their positions more secure.

There are several ways to do this. Rockbestos Products Corporation, New Haven, in its publication the "Hour Glass" speaks very frankly concerning routine savings such as "putting out the lights or shutting off a machine when it isn't producing." It cites the company's electric bill of \$3500 a month or \$42,000 a year and concludes that "the saving on 'little things' go into profits and profit sharing. They soon can be big things. . . ."

Bridgeport Brass "News" carries an article pointing out that each company salesman is responsible for keeping 50 employees on the job. A letter quoted from the sales manager to his force says, "Your 50 people are working a four-day week and we urge you to try to pick up additional orders that will give them five-day employment."

If you have tried this approach with line employees, you have received probably such remarks as:

"I'll work myself right out of a job."

"I am working as hard as I get paid for."

"There is only a market for so much and if I produce all of it in six months I will be out of a job for the rest of the year."

Can we convert the skeptics into allies, from sweeper to department head?

One method is to introduce your people to products made by your competitors.

From childhood to maturity most people respond to challenge. And while business is a pretty serious sort of a challenge many of your employees may not be aware of it. An intensive program of talks, booklets, bulletin board and company newspaper publicity, foremen meetings, etc. can show just how serious is the challenge of competing companies on product quality and price. Actual competing products can be brought in for display, comparison and discussion. The need for efficiency to meet this tangible competition is then driven home.

Contests and a good award system for suggestions will further stimulate employee participation in a campaign to cut production costs.

A direct benefit of this program is a feeling of belonging fostered among employees. Another benefit is the realization that the public uses the same system of shopping that women do in buying their weekly groceries.

Job security is of tremendous importance to the man who heads a family. Psychologists say, in fact, that the quest for security permeates the lives of all of us from cradle to the grave.

The late Justice Oliver Wendell Holmes commented upon "The longing for certainty and for repose which is in every human mind. 'But,' he warned, 'certainty generally is illusion, and repose is not the destiny of man.'"

Today the Justice's warning applies aptly to the jobs of all of us. The cross currents of social, economic, technical and political change permit of no certainty and of no repose.

If you can plant this simple truth in the minds of your employee team, their jobs can actually be more secure. Such is the free enterprise system.

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INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM

Secretary

The SBA Opportunity Meeting

OVER 500 small manufacturers and businessmen were in attendance at the all-day Opportunity Meeting held by the Small Business Administration in cooperation with the Association, the State Chamber of Commerce and local chambers of commerce and manufacturers associations, at the Waterbury State Armory, Tuesday, October 23. The meeting was one of a number that have been held during the past two years in various key cities in the country to acquaint small businessmen with procedures and opportunities for participating in government contracts, with financial and management aid possibilities available through SBA and with items available for sub-contracting through large government prime contractors.

During the mornings speaking session Hon. Frank A. Higgins, assistant secretary of the Army; Joseph M. McKellar, director of Small Business Office of the Assistant Secretary of Defense; John B. DeMott, regional director, Post Office Department, and C. D. Bean, commissioner, Federal Supply Service, General Services Administration, gave timely tips on how to do business with the government.

Following the speaking some eleven key questions out of a large number submitted by those in attendance were either answered by a panel of five specialists or referred to government specialists in certain display booths on the Armory floor where answers could be procured.

Members of this panel included: Edward A. Leibman, chief Procurement and Technical Assistance Division, New York Regional Office, Small Business Administration, who acted as moderator; Jack W. Askins, small business adviser, Department of the Army, Washington; Commander Sidney E. Cross, U. S. N., assistant officer in charge, Navy Purchasing Office, New York; Edward J. Fitzgerald, chief, Small Business Division, Boston Air Procurement District; William I. Lawson, assistant chief for procurement, Procurement and Technical Assistance, Division, New York Regional Office, SBA.

From then until 4:30 P.M. several hundred representatives of small manufacturers visited some 15 exhibits set up by different prominent branches of the Army, Navy, Air Force and government civilian agencies to learn first hand of the thousands of products

purchased by these agencies and how and where to enter bids on certain products and negotiate for the sale of their products to other agencies. They also visited some ten exhibits installed by prime contractors to learn first hand from company specialists the specifications of parts and sub-assemblies they purchased regularly from sub-contractors. Samples of items frequently purchased by the Department of Defense and civilian agencies with items on current Bid Invitations were displayed in government booths while prime contractors displayed parts and blueprints of other items they purchased regularly from sub-contractors.

Literature which outlined the variety of services available to small business through the Small Business Administration (Connecticut Office at 70 Arch Street, Hartford, in charge of C. C. Foster) was made available at the SBA booth. Publications available were: "Contract Assistance," "Financial Assistance," "Managerial Assistance" and "New Product Development." Copies of current bid invitations and departmental publications listing the various buying offices were also made available.

Prime contractors who exhibited were: Sikorsky Aircraft Division, United Aircraft Corporation, Bridgeport; Lycoming Division, Avco Manufacturing Corporation, Stratford; Norden-Ketay Corporation, Milford; Connecticut Telephone & Electric Co., Meriden; Perkin-Elmer Corp., Norwalk; RCA, Trenton, New Jersey; Kaman Aircraft Corporation, Bloomfield; American Machine & Foundry Co., General Engineering Laboratory, Greenwich; Hamilton Standard Division, United Aircraft Corporation, Windsor Locks; Arma Division, American Bosch Corporation, Garden City, Long Island, N. Y.

Co-sponsors of the program were: Connecticut Association of Chamber of Commerce Executives; Connecticut Chamber of Commerce, Inc.; Manufacturers Association of Connecticut, Inc.; Manufacturers Association of the City of Bridgeport, Inc.; Manufacturers Association of Meriden and Wallingford, Inc.; Manufacturers Association of New Haven County, Inc.; Naugatuck Chamber of Commerce; Naugatuck Valley Industrial Council, Inc.; New Haven Chamber of Commerce; Stamford-Greenwich Manufacturers Council; Torrington Chamber of Commerce, Waterbury Chamber of Commerce and Winsted Chamber of Commerce.



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| 3 Housing | _____ % |
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| 5 Spoilage | _____ % |
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BUSINESS TIPS

from

School of Business Administration
University of Connecticut

Insuring Your Most Valuable Asset

By KENNETH W. HERRICK, C.L.U.
Associate Professor of Insurance

THERE are, basically, only two types of insurance; one is life insurance and the other is property insurance. Property insurance provides financial protection against loss that occurs when property is damaged, destroyed or stolen. In addition, property insurance protects property from loss arising out of the legal liability of the insured. Property insurance furnishes the insured a

means of protecting his property from the hazard of direct physical loss as well as the hazard of legal liability. Life insurance, on the other hand, protects against financial loss arising directly from damage to or destruction of the human body.

The logical division of insurance into property and life insurance was clearly perceived by Dr. S. S. Huebner many years ago.* The historical growth

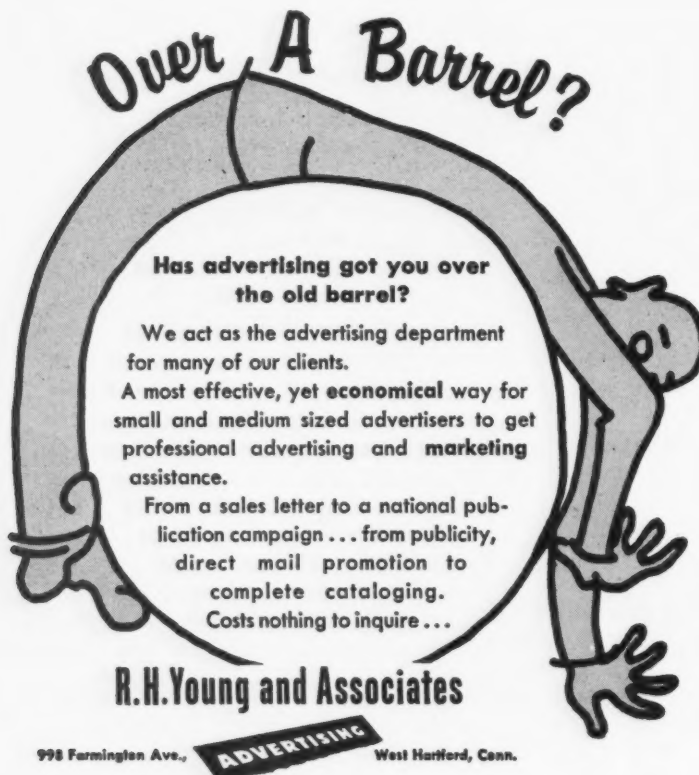
of insurance has followed no such clear cut lines, however, and there has been much opposition to recognition of this fundamental concept. In recent years the introduction of multiple line underwriting in the property field has broken down the artificial barrier between fire and casualty insurance, and thus the insurance industry has taken a big step in the direction of realizing insurance is either property or life.

In property insurance, generally, the asset to be protected is tangible and its value readily apparent. The individual knows his building could be sold for about \$50,000 or that it would cost about \$1,800 to replace his wife's diamond ring. With regard to life insurance, the value of the asset to be insured is not nearly so obvious although invariably this asset is by far the most valuable one the person possesses. What is this asset? It is the individual's "human life value."

Most people will immediately agree with the statement that their life is worth more to them than any or all of their personal and real property. They are usually thinking, though, in terms of what their life is worth to themselves—normally it is priceless. Thus, it is not capable of measurement and life insurance has limited appeal to an individual when viewed from this angle. However, the monetary value of a life to a person's dependents has a value that can be approximated. Since life insurance proceeds are payable upon death of the insured to a named beneficiary—usually a dependent—it is the value from the viewpoint of the dependent that is significant. The mechanism of insurance can protect only the living from financial loss.

"Human life value" is that portion of the breadwinner's earnings which dependents can expect to receive if the income producer lives to the end of his working life expectancy. Generally, this means to age sixty-five. First, the present age of the worker is deducted from age sixty-five to determine the number of working years remaining to the individual. Next the worker's average annual income during these years is estimated. The average income times the number of expected working years remaining gives the

*Dr. Huebner is President Emeritus of the American College of Life Underwriters, and founded the Insurance Department at the University of Pennsylvania's Wharton School.



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gross income the breadwinner expects to produce. From this gross income figure must be deducted the share that the income producer himself will consume if he lives. The remainder, discounted for interest, is the "human life value"; or the present value of the worker's life in dollars and cents to his dependents.

"The human life value" may be destroyed in any of three ways: premature death, old age, or total disability. There are thus three types of death, and Dr. Huebner has aptly described them as "the casket death, the retirement death, and the living death." The first refers to actual premature death. The second describes the situation of a person who is still living and thus consuming, but who is unable to produce due to the infirmities of old age. The third is the case of the individual who has become totally disabled during his normal working life. In all three instances the person's principal asset—his physical being—has been seriously damaged or destroyed.

When an individual because of premature death or impaired health is

prevented from earning, income is lost. This represents a financial loss just as real as when property is destroyed. It is the function of the life insurance industry to provide protection for losses arising out of damage to or destruction of the human body. Life insurance policies provide financial protection for loss due to premature death. Annuities provide financial protection against the day when old age prevents one from continuing to work. Total disability insurance furnishes financial protection when an individual has suffered an accident or illness that leaves him totally disabled.

An individual who becomes totally disabled is just as dead economically as the person who actually ceases living. While it is true that death is a permanent condition whereas total disability is generally temporary in nature, the financial loss arising from total disability may be greater than that resulting from premature death. Total disability involves not only loss of income, but generally there are medical expenses entailed in caring for the totally disabled individual. Even if

there are no medical expenses, the victim has regular living expenses whereas death puts an end to these.

Insurance for total disabilities that are of short duration, involving but small financial loss, is relatively unimportant. People can logically be expected to provide for such minor setbacks from their own resources. However, the catastrophic loss resulting from long-term total disability is a vital subject for insurance. The basic purpose of insurance should be to protect people from loss which they themselves would otherwise be unable to bear. Moreover, long-term total disability is not only similar to death with respect to financial severity, but also with regard to probability of occurrence. Consequently accident and sickness insurance that provides financial protection during periods of sustained total disability and life insurance are vital and complementary forms of insurance which together give adequate protection against the hazard of total incapacity to earn. Failure to adequately insure the most valuable asset of all—"human life value"—is an all too common mistake.

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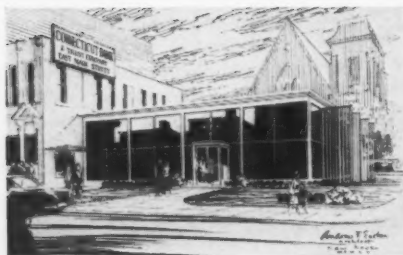
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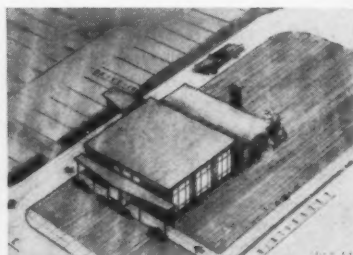
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ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Accounting Aid For Control

By LAWRENCE P. WEBSTER
University of Connecticut

BEFORE an attempt is made to use accounting data for control purposes, it might be advantageous to examine the concept of control. Henri Fayol, the noted French writer and industrialist, wrote, at the turn of the last century, that, "The control of an undertaking consists of seeing that everything is being carried out in accordance with the plan which has been adopted, the orders which have been given and the principles which have been laid down. Its object is to point out mistakes in order that they may be rectified and prevented from occurring again." Control also means to keep within bounds. This implies the use of some plan or set of limits within which operations should be confined. Control is also the elimination of deviations or variances between plans and performance.

In all these concepts a plan of action is necessary for control. Planning is the process of deciding on a course of future action. When such a plan is developed, people who are to carry out a plan know what can be done and what can not be done.

Business plans have several forms. They may be called standards, piece rates, budgets or some other term setting up future action. The object of plans, particularly budgets, are to coordinate effort so that various functions of an enterprise bear the proper relationship to each other. Plans fix responsibility so that executives can carry out their responsibilities without lost motion. The budget forces industry to plan its operations and is an instrument of management control delegating authority. Management knows exactly what the objectives of its opera-

tions are and can formulate policies which will implement the plan helping to assure the success of the plan itself.

Business control involves action on the part of people responsible for performance and is basically a human problem. Accounting reports will show what particular factor is out of control and management must go beyond by asking for further details or by going to the site of operations and looking at the situation.

Accounting reports should give control of the business to the executive. Reports are action reports when someone takes corrective action as a result of information supplied by the report. In some cases plans may be altered or again performance may be changed as

(Continued on page 60)

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

Business Improves After Summer Drop

THE Connecticut Index of Business Activity for the month of September, responding to the fall pickup in manufacturing, reclaimed most of the ground lost during the Summer lull.

Nearly all the manufacturing industries reported longer average work weeks. This, together with peak employment, enabled the index to recover to 20% above normal.

At the same time, average hourly earnings of Connecticut factory workers reached a new high of \$2.00.

On the National level, industrial production picked up momentum, carrying the United States Index of Industrial Activity up to 11% above normal.

Employment

With manufacturing employment up about 5,000 and non-manufacturing remaining strong, total non-farm employment in Connecticut pushed ahead to set an all-time high of 901,520 in

September. The previous record of 900,740 was registered in December 1955.

Unemployment

Both total and initial unemployment

claims continued their downward trend.

So far this year only \$15 million has been paid out to unemployed persons compared with \$22 million at this time in 1955. Over \$240 million is still in the Fund for future use.

Bank Debits

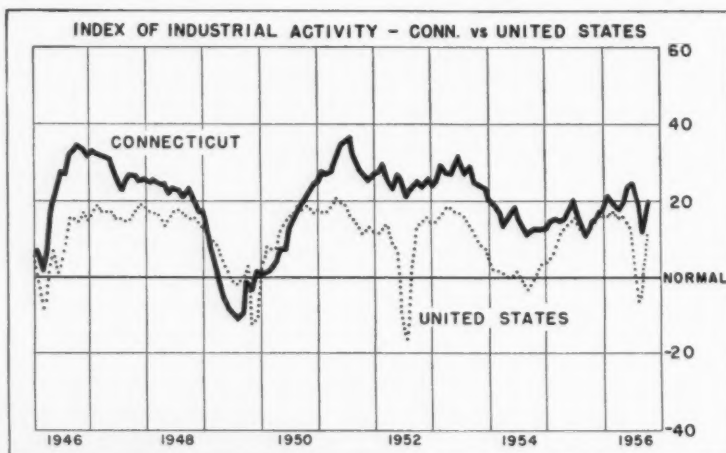
While charges to checking accounts in six principal cities of Connecticut experienced a sharper than usual 3rd quarter decline, they were still the second highest on record.

New Haven and New London were exceptions to the drop as each attained new highs of \$1.1 billion and \$200 million, respectively.

Hartford, Stamford, Waterbury and Bridgeport all eased off a bit from their record 2nd quarter levels.

Strike Loss in Connecticut

Connecticut was not affected to the



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same degree as was the U. S. by this year's steel stoppage.

In Connecticut, so far in 1956, time lost due directly to strikes is averaging less than for the 6 year period, 1950 thru '55.

In contrast, the U. S. lost time, reflecting the steel strike, is running nearly 20% above its average for the same period.

Life Insurance Sales

The sales of new ordinary life insurance to residents of Connecticut continue to show strength.

Moreover, 3rd quarter sales in this state did not experience their usual seasonal decline. The month of August set a record with sales amounting to \$56 million.

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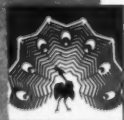
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EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Connecticut manufacturers desiring to list their products in this department should write the Editor for listing rates.

(Advertisement)

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Baker-Goodyear Co The	New Haven	Eastern Malleable Iron Company The	Naugatuck	Continental Can Co Paper Container Div	Kensington
Accounting Machines		Newton-New Haven Co 688 Third Avenue	West Haven	Bakelite Moldings	
Underwood Corporation	Bridgeport	Charles Parker Company The	Meriden	Watertown Mfg Co The	Watertown
Adding Machines		Aluminum Extrusions		Balls	
Underwood Corporation	Bridgeport	Bridgeport Brass Company	Bridgeport	Abbott Ball Co The (steel bearing and burnishing)	Hartford
Adhesives		Aluminum Forgings		Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Polymer Industries Inc	Springdale	Bridgeport Brass Company	Bridgeport	Kilian Steel Ball Corp The	Hartford
Raybestos Division Raybestos-Manhattan Inc	Bridgeport	Consolidated Industries Inc	West Cheshire	Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless)	Unionville
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Lockwood Sons Inc Wm H	Hartford	Aluminum Sand Castings		Abbott Ball Co The (burnishing and tumbling)	Hartford
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Aerosol Products		Aluminum—Sheets & Coils		Bathroom Accessories	
Bridgeport Brass Company	Bridgeport	United Smelting & Aluminum Co Inc	New Haven	Autoyre Company The	Oakville
Air Compressors		Ammunition		Charles Parker Co The	Meriden
Spencer Turbine Co The	Hartford	Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	Batteries	
Air-Conditioning		Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)	New Haven
Dunham-Bush Inc	West Hartford	Anodizing		Bearings	
Norwalk Airconditioning Corp The (forced air heating units oil fired)	South Norwalk	Comco Inc Div of Enthone Inc	New Haven	Fafnir Bearing Co (ball)	New Britain
Air Ducts		Leed Co The H A	Hamden	Marlin-Rockwell Corporation	Plainville
Wiremold Co The (Retractable)	Hartford	Light Metals Coloring Co Inc	Watertown	New Departure Div of General Motors (ball)	Bristol
Air Heaters—Direct Fired		Anodizing Equipment		Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Peabody Engineering Corporation	Stamford	Comco Inc Div of Enthone Inc	New Haven	Bellows Assemblies	
Air Impellers		Asbestos		Bridgeport Thermostat Div	Robertshaw—Milford
The Torrington Manufacturing Co	Torrington	Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	Fulton Controls Co	Milford
Aircraft		Asbestos & Rubber Packing		Bellows—Metallic	
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Colt's Manufacturing Company	Hartford	Bridgeport Thermostat Div	Robertshaw—Milford
Aircraft Accessories		Asarcon Bronze		Fulton Controls Co	Milford
Chandler Evans Div Pratt & Whitney Co Inc. (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	Bells	
Fenn Mfg Co The (Hardened and Ground Gears assemblies)	Newington	Assemblies—Small		Bevin Brothers Mfg Co	East Hampton
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servicing systems)	Windsor Locks	Barnes Co The Wallace Div Associated Spring Corp	Spring	Gong Bell Co The	East Hampton
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Greist Manufacturing Co The	New Haven	N N Hill Brass Co The	East Hampton
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems)	Danbury	Humason Mfg Co The	Forestville	Belt Fasteners	
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	J H Sessions & Son	Bristol	Saling Manufacturing Company (patented self-aligning)	Unionville
Aircraft Components		Automatic Buffing & Polishing Machines		Belted	
Aircraft Welding & Mfg Co Inc	Hartford	Harper Buffing Machine Company The	East Hampton	Hartford Belting Co	Hartford
Aircraft Engine Timing Tools		Auto Cable Housing		Russell Mfg Co The	Middletown
Gabb Special Products Div E Horton & Son Company	Windsor Locks	Wiremold Company The	Hartford	Bends—Pipe or Tube	
Aircraft Engines		Automatic Control Instruments		National Pipe Bending Co The	160 River St New Haven
Lycoming Division Avco Manufacturing Corp	Stratford	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Bicycle Coaster Brakes	
Aircraft Fasteners		Automobile Accessories		New Departure Div General Motors Corp	Bristol
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Kilbourn-Sauer Company (lights and other accessories)	Fairfield	Bicycle Sundries	
Aircraft Instruments		Automotive Bodies		New Departure Div General Motors Corp	Bristol
Gorn Electric Company Inc	Stamford	Metropolitan Body Company	Bridgeport	Binders Board	
Aircraft—Repair & Overhaul		Automotive Parts		Colonial Board Company	Manchester
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Bridgeport Thermostat Div Robertshaw—Fulton Controls Co (automobile thermostats)	Milford	Blackening Salts for Metals	
Aircraft Sheet Metal Work		Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown	Enthone Inc	New Haven
Aero Form Co	New Haven	Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	Bridgeport	Mitchell-Bradford Chemical Co	Bridgeport
Aircraft Studs & Bolts		Automotive & Service Station Equipment		Black Oxide Finishing	
Britton Mfg Co Inc	Hartford	Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Black Oxide Inc	New Britain
Aircraft Test Equipment		Automotive Tools		Black Oxide Treatment	
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Eis Manufacturing Company	Middletown	Bennett Metal Treating Co The	Elmwood
Alumilite Aluminum Sheets		Blower Fans		1045 New Britain Ave	
Leed Co The H A	Hamden	Colonial Blower Company	Plainville	Blades	
Aluminum Bronze Castings		Spencer Turbine Co The	Hartford	Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Knapp Foundry Company Inc	Guilford	Blowdown		Blocks	
		Blowdown		Howard Company (cupola fire clay)	New Haven

IT'S MADE IN CONNECTICUT

Blower Systems	
Colonial Blower Company	Plainville
Ripley Co	Middletown
Blower Wheels	
Torrington Manufacturing Company The	Torrington
Blueprints and Photostats	
Joseph Merritt & Co	Hartford
Boilers	
Bigelow Co The	New Haven
General Electric Company (Residential oil and gas fired steam and hot water)	Bridgeport
Bolts and Nuts	
Blake & Johnson Co The (nuts machine screw-bolts, stove)	Waterville
Clark Brothers Bolt Co	Milldale
Boring Tools	
Atrax Company The (solid carbide)	Newington
Box Board	
Bird & Son Inc	New Britain
Federal Paper Board Co Inc	Montville, New Haven & Versailles
Lydall & Foulds Paper Co The	Manchester
Robertson Paper Box Co	Montville
Gair Company Inc Robert	Montville
New Haven Board and Carton Co The	New Haven
Boxes	
Bird & Son Inc (corrugated, solid fibre, cleated containers)	New Britain
Connecticut Container Corporation	New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Middletown Mfg Co (metal)	Middletown
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport
Boxes and Crates	
City Lumber Co of Bridgeport Inc The	Bridgeport
Boxes—Folding	
Leshine Carton Co	Branford
Boxes—Metal	
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity)	Waterbury
Boxes—Paper—Folding	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
Carpenter-Hayes Paper Box Co Inc	East Hampton
Curtis & Sons Inc S	Sandy Hook
Folding Cartons Incorporated (paper, folding)	Versailles
Gair Company Inc Robert	Montville
H J Mills Inc	Bristol
National Folding Box Co Div Federal Paper Board Co Inc (paper folding)	New Haven and Versailles
New Haven Board and Carton Co The	New Haven
Robertson Paper Box Co	Montville
Warner Bros Co The	Bridgeport
Boxes—Paper—Setup	
Bridgeport Paper Box Co	Bridgeport
Heminway Corporation The	Waterbury
H J Mills Inc	Bristol
Strouse Adler Company The	New Haven
Warner Bros Co The	Bridgeport
Braid—Elastic & Non-elastic	
Essex Mills Inc	Essex
Brake Cables	
Eis Manufacturing Co	Middletown
Brake Linings	
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport
Russell Mfg Co The	Middletown
Brake Service Parts	
Eis Manufacturing Co	Middletown
Brass & Bronze	
American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston
Scovill Manufacturing Company	Waterbury 91
Seymour Mfg Co The (strip, sheet & wire)	Seymour
Tinsheet Metals Co The (sheets and rolls)	Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven
Brass & Bronze Ingot Metal	
Mitchell Smelting & Refining Co Inc	Botsford
Plume & Atwood Mfg Co The	Thomaston
Whipple and Choate Company The	Bridgeport
Brass, Bronze, Aluminum Castings	
Charles Parker Company The	Meriden
Victors Brass Foundry Inc	Guilford
Brass Goods	
American Brass Company The	Waterbury
Plume & Atwood Mfg Co The (to order)	Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford
Scovill Manufacturing Company (to order)	Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
Brass Mill Products	
American Brass Company The	Waterbury
Bridgeport Brass Co	Bridgeport
Chase Brass & Copper Co	Waterbury
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
Breathing Equipment	
Cycle-Flo Company The	Milford
Brick-Building	
Donnelly Brick Co The	New Britain
Bricks—Fire	
Howard Company	New Haven
Mullite Refractories Co The	Shelton
Bright Wire Goods	
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven
Broaching	
Hartford Special Machinery Co The	Hartford
Bronze & Aluminum Castings	
Charles Parker Company The	Meriden
Knapp Foundry Company Inc (rough or machined)	Guilford
Bronze Sand Castings	
Bridgeport Deoxidized Bronze Corp	Bridgeport
Brooms—Brushes	
Fuller Brush Co The	Hartford
Buckles	
B Schwanda & Sons	Staffordville
G E Prentice Mfg Co The	Kensington
Hawie Mfg Co The	Bridgeport
North & Judd Manufacturing Co	New Britain
Patent Button Co The	Waterbury
Risdon Manufacturing Co John M	Russell Div Naugatuck
Buffing & Polishing Compositions	
Apothecaries Hall Co	Waterbury
Lea Mfg Co	Waterbury
Burners	
Plume & Atwood Mfg Co The (kerosene oil lighting)	Thomaston
Burners—Automatic	
Peabody Engineering Corporation	Stamford
Burners—Coal and Oil	
Peabody Engineering Corporation (Combined)	Stamford
Burners—Gas	
Peabody Engineering Corporation (Blast Furnace)	Stamford
Burners—Gas and Oil	
Peabody Engineering Corporation (Combined)	Stamford
Burners—Refinery	
Peabody Engineering Corporation (For Gas and Oil)	Stamford
Burnishing	
Abbott Ball Co The (Burnishing Barrells and Burnishing Media)	Hartford
Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes)	Unionville
Burs	
Atrax Company The (carbide)	Newington
Pratt & Whitney Co Inc	West Hartford
Busways	
Distribution Assemblies Department, General Electric Co	Plainville
Buttons	
B Schwanda & Sons	Staffordville
Frank Parizek Manufacturing Co The	Putnam
Patent Button Co The	Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury
Cabinets	
Charles Parker Co The (medicine)	Meriden
Cabinet Work	
Hartford Builders Finish Co	Hartford
Cable—Asbestos Insulated	
Rockbestos Products Corp	New Haven
Cable-Interlocked Armor	
General Electric Company	Bridgeport
Cable—Nonmetallic Sheathed	
General Electric Company	Bridgeport
Cable—Service Entrance	
General Electric Company	Bridgeport
Cages	
Andrew B Hendryx Co The (bird and animal)	New Haven
Cams	
American Cam Company Inc	Hartford
Hartford Special Machinery Co The	Hartford
Rowbottom Machine Company Inc	Waterbury
Canvas Products	
F B Skiff Inc	Hartford
Capacitors	
Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic
Carbide Drawing Dies	
State Products Co (eyelet special shape dies)	Oakville
Carbide Shape Dies	
Thomaston Tool & Die Co (any form)	Thomaston
Carbide Tools	
Atrax Company The (solid)	Newington
Precision Tool & Die Co	Waterbury
Card Clothing	
Standard Card Clothing Co The (for textile mills)	Stafford Springs
Card Indexes	
Wassell Organization Inc	Westport
Carpenter's Tools	
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven
Carpet	
B F Goodrich Sponge Products Division	Shelton
Carpet Cushion	
B F Goodrich Sponge Products Division	Shelton
Carpets and Rugs	
Bigelow-Sanford Carpet Co	Thompsonville
Casters	
Bassick Company The (Industrial and General)	Bridgeport
Casters—Industrial	
George P Clark Co	Windsor Locks
Castings	
Connecticut Foundry Co (grey iron)	Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings)	New Haven
Charles Parker Company The (brass, bronze, aluminum)	Meriden
Ductile Iron Foundry Inc	Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck
Farrel-Birmingham Company Inc (Mechanite, Nodular, Iron, Steel)	Ansonia
H. R. Engineering Laboratories Inc (centrifugal steel mold)	East Haddam
Hartford Electric Steel Corp The (stainless steel)	Hartford
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
Malleable Iron Fittings Co (malleable iron and steel)	Branford
McLagon Foundry Co (grey iron)	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron)	Hartford
Producto Machine Company The	Bridgeport
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy)	Torrington
Union Mfg Co (grey iron & semi steel)	New Britain
Waterbury Foundry Company The (highway & sash weights)	Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
Williams Foundry Inc	New Britain
	(Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Castings—Investment Arwood Precision Casting Corp Cements—Refractory Mullite Refractory Co The Centers Ready Tool Co The (anti friction, carbide tipped, high speed) Chain Risdon Manufacturing Co John M Russel Div Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable) Chain—Bead Auto-Swage Products Inc Bead Chain Mfg Co The Chain—Power Transmission and Conveying Whitney Chain Company Chairs The Hitchcock Chair Company Chemical Analysis State Testing Laboratory Chemical Manufacturing Carwin Company The Chemicals Apothecaries Hall Co Carwin Company The Macalaster Hicknell Company MacDermid Incorporated Nauvauk Chemical Division Rubber Co New England Lime Company Pfizer & Co Inc Chas Chemicals—Agriculture Nauvauk Chemical Division Rubber Co (insecticides, fungicides, weed killers) Christmas Light Clips Foursome Manufacturing Co Chromium Plating Chromium Corp of America Chromium Process Company The City Plating Works Inc Chucks Cushman Chuck Co The Horton Chuck Div The E Horton & Son Company Jacobs Manufacturing Co The Union Manufacturing Company Chucks—Drill Jacobs Manufacturing Co The Chucks & Face Plate Jaws Cushman Chuck Co The Union Mfg Co Horton Chuck Div The E Horton & Son Company Chucks—Power Operated Cushman Chuck Co The Union Manufacturing Company Circuit Breakers Trumbull Components Department, Electric Co Circulating Pumps Corley Co Inc The Clay Howard Company (Fire Howard "B" and High Temperature Dry) Cleaning Compounds Enthone Inc (Industrial) Foy Electro-Chemical Co (industrial) Cleansing Compounds MacDermid Incorporated Clock Mechanisms Lux Clock Mfg Co The Clocks E Ingraham Co The Sessions Clock Co The (alarm, kitchen, occasional and office) Seth Thomas Clocks United States Time Corporation The Clocks—Alarm Lux Clock Mfg Co The Clocks—Automatic Cooking Lux Clock Mfg Co The Clutches Snow-Nabstedt Gear Corp The Clutch Facings Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic) Russell Mfg Co The Coatings Bischoff Chemical Corporation (Peelable Plastic Coatings)	Groton Shelton Bridgeport Naugatuck Torrington Shelton Bridgeport Hartford Riverton Bridgeport North Haven Waterbury North Haven New Haven Waterbury United States Naugatuck Canaan Groton United States Naugatuck Bristol Waterbury Shelton Bridgeport Hartford Hartford Windsor Locks New Britain West Hartford Hartford New Britain Windsor Locks Hartford New Britain General Plainville Plainville New Haven Ansonia Waterbury Waterbury Waterbury Bristol Forestville Thomaston Waterbury Waterbury New Haven Bridgeport Middletown Peelable Ivoryton
Coil Winding Machines Boesch Mfg Co Inc Coils Dano Electric Company Coils—Electric Bittermann Electric Company Coils—Pipe or Tube National Pipe Bending Co The Whitlock Manufacturing Co The Cold Molded Electrical Insulation Meriden Molded Plastics Commercial Heat Treating A F Holden Company The Commercial Truck Bodies Metropolitan Body Company Compacts Scovill Manufacturing Company (powder and rouge) Comparators Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit) Complete Plating Dept. Installations Foy Electro-Chemical Co Compressors Norwalk Company Inc (high pressure air and gas) Computers Newton Co The (electronic) Reflectone Corporation The Concrete Products Plasticrete Corp Condenser and Heat Exchanger Tubes Bridgeport Brass Company Scovill Manufacturing Company Cones Sonoco Products Co (Climax-Lowell Div) Consulting Engineers McNeal J D (Electrical and Electronic) Stanley P Rockwell Co Inc The (Consulting) Continuous Mill Gages Pratt & Whitney Co Inc Contract Machining Laurel Mfg Co Inc (Precision Production Small Parts) Malleable Iron Fittings Company Charles Parker Co Contract Manufacturers Fenn Mfg Co The (Precision Machine Work) Greist Mfg Co The (metal parts and assemblies) Merriam Mfg Co (production runs—metal boxes and containers to specifications) Charles Parker Co (sheet metal fabricators) Plume & Atwood Mfg Co The (metal parts and assemblies) Scovill Manufacturing Company (metal parts and assemblies) J H Sessions & Son Controllers Bristol Company The Manning Maxwell & Moore Inc Controls—Remote Panish Controls (Remote Controls for Marine & Aeronautic Applications) Converters DC to AC Electric Specialty Co Conveyor Systems Leeds Conveyor Mfg Co The Production Equipment Co Copper American Brass Corp The (sheet, wire, rods, tubes) Bridgeport Brass Company (sheet, rod, wire and tubing) Bristol Brass Corp The (steel) Chase Brass & Copper Co (sheet, rod, wire tube) Thinsheet Metals Co The (sheets and rolls) Western Brass Mills Div Olin Mathieson Chemical Corp	Danbury Winsted Canaan New Haven Hartford Meriden West Haven Bridgeport Waterbury West Hartford Ansonia South Norwalk Manchester Stamford Hamden Bridgeport Waterbury Mystic New Haven Hartford West Hartford New Haven Hartford Durham Meriden Thomaston Waterbury 91 Bristol Waterbury Stratford Bridgeport Stamford East Haven Meriden Waterbury Waterbury Bridgeport Bristol Waterbury New Haven
Copper Castings Knapp Foundry Company Inc Copper Sand Castings Bridgeport Deoxidized Bronze Corp Copper Sheets American Brass Company The New Haven Copper Co The Copper Shingles New Haven Copper Co The Copperware Bridgeport Brass Company (cooking utensils) Copper Water Tube American Brass Company The Bridgeport Brass Co Cords—Asbestos Insulated General Electric Company Cords—Braided General Electric Company Cords—Heater Essex Mills Inc General Electric Company Cords—Portable General Electric Company Cord Sets—Electric General Electric Company Seeger-Williams Inc Cork Cots Sonoco Products Co (Climax-Lowell Div) Correspondence Files Wassell Organization Inc Corrugated Box Manufacturers Connecticut Container Corporation Corrugated Containers Inc Corrugated Shipping Cases Connecticut Container Corporation Connecticut Corrugated Box Div Robert Gair Co Inc D L & D Container Corp 87 Shelton Ave Cosmetic Containers Eyelet Specialty Co The Plume & Atwood Mfg Co The (metal) Scovill Manufacturing Company Cosmetics J B Williams Co The Cotton and Asbestos Wicking Bland Burner Co The Counting Devices Veeder-Root Inc Couplings Scovill Manufacturing Company (hose and tube) Couplings—Self-Sealing Sperry Products Inc Cranes and Conveyors J-B Engineering Sales Co Crushers Farrel-Birmingham Company Inc (Stone and Ore) Cups—Paper Continental Can Co Paper Container Div Cushioning for Packaging B F Goodrich Sponge Products Division Gilman Brothers Co The Cut Stone Dextone Co The Cutters Atrax Company The (solid carbide) Barnes Tool Company The (pipe cutters, hand) Mitrametric Co The (ground pinion) Pratt & Whitney Co Inc (Milling Cutters all types) Cutting & Creasing Rule Bartholomew Co H I Decalcomanias Sirocco Screenprints Deep Hole Drilling & Reaming Hamden Deep Hole Drilling Co Wilson Arms Co The	Guilford Bridgeport Waterbury Seymour Seymour Bridgeport Waterbury Bridgeport Bridgeport Essex Bridgeport Bridgeport Essex Bridgeport Bridgeport Bridgeport Mystic Westport New Haven Hartford New Haven Portland New Haven Waterbury Thomaston Waterbury Glastonbury Hartford Hartford Kensington Shelton Gilman New Haven New Haven New Haven Torrington West Hartford Bristol New Haven Hamden Hartford (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Deep Drawings Stanley Pressed Metal New Britain	Draft Inductors Corley Co Inc The Plainville	Electric Underfloor Duct System General Electric Company Bridgeport
Delayed Action Mechanism M H Rhodes Inc Hartford R W Cramer Company Inc The Centerbrook	Drawer Bottoms Lustrewood Corp (Lustrewood) Milford	Electric Wire General Electric Company Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven
Demineralizers Crystal Research Laboratories Hartford Foy Electro-Chemical Co (industrial) Ansonia	Drill Presses Townsend Mfg Co The H P Elmwood	Electric Wiring Devices Arrow-Hart & Hegeman Electric Co The Hartford
Design and Development Sight Light Div The American & Machine & Foundry Co (electrical and electronic equipment) Deep River	Drilling Machines Howe & Faut Inc (Turret Type) East Norwalk Pratt & Whitney Co Inc (Deep Hole) West Hartford	Electric Woven Heating Elements Pre-Fab Heating Co Inc Guilford
Development Work Saybrook Manufacturing Inc Old Saybrook	Drilling and Tapping Machinery Hartford Special Machinery Co The Hartford	Electrical and Electronic Assemblies Sight Light Div The American Machine & Foundry Co Deep River
Diamonds—Industrial Diamond Tool and Die Works Hartford	Drop Forgings Atwater Mfg Co Plantville Billings & Spencer Co The Hartford Consolidated Industries West Cheshire Wilcox Crittenden & Co Inc Middletown	Electrical Conduit Fittings & Grounding Specialties Gillette-Vibber Company The New London
Dictating Machines Dictaphone Corporation Bridgeport Gray Manufacturing Company The Hartford SoundScriber Corporation The New Haven	Druggists' Rubber Sundries Seamless Rubber Company The New Haven	Electrical Connectors Burndy Engineering Co Inc Norwalk
Die Cast Dies C & F Tool & Die Corp Bridgeport	Duplicating Machines—Automatic Pratt & Whitney Co Inc West Hartford	Electrical Control Apparatus Plainville Electrical Products Co The Plainville
Die Castings Mt Vernon Die Casting Co Stamford Newton-New Haven Co Inc New Haven	Duplicator Tables Regent Machine Co Bridgeport	Electrical Goods A C Gilbert Co New Haven
Die Casting Dies ABA Tool & Die Co Manchester Eastern Machine Screw Corp The Truman & New Haven Barclay St Hartford Parker Stamp Works Co The Derby Weimann Bros Mfg Co The Derby	Elastic Narrow Fabric Essex Mills Inc Essex	Electrical Motors Electric Specialty Co Stamford U S Electrical Motors Inc Milford
Die Heads—Self Opening Eastern Machine Screw Corp The New Haven Geometric Tool Division, Greenfield Tap & Die Corp New Haven	Electric Cables General Electric Company (for residential, commercial and industrial applications) Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven	Electrical Recorders Bristol Co The Waterbury
Die Polishing Machinery Hartford Special Machinery Co The Hartford	Electric—Commutators & Segments Cameron Elec Mfg Co The (rewinding motors) Ansonia	Electrical Relays and Controls Allied Control Co Plantville
Die Sets Pratt & Whitney Co Inc (Precision) West Hartford	Electric Cord Springs Bristol Spring Manufacturing Co Plainville	Electrical Switchboards Plainville Electrical Products Co The Plainville
Die Sinks Pratt & Whitney Co Inc West Hartford	Electric Cords General Electric Company Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven	Electrical Test Equipment McNeal J D New Haven
Dies Hogson & Pettis Mfg Co The 141 Brewery St New Haven Mitrametric Co The (ground for gears) Torrington Parker Stamp Works Inc The (plastics and die castings) Hartford Pratt & Whitney Co Inc (Monocone and Ducone Dies) West Hartford	Electric Eye Control Ripley Company Inc Middletown	Electrical Wiring Systems Wiremold Co The Hartford
Dies & Die Cutting Douglas Co Geo M New Haven	Electric Fixture Wire General Electric Company Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven	Electronic Parts Terrville Manufacturing Co (Stampings to customer specifications) Terryville
Dish Drying Machines Colt's Manufacturing Company Hartford	Electric Hand Irons Winsted Hardware Mfg Co (trade mark "Durability") Winsted	Electronics Gray Manufacturing Company The Hartford McNeal J D New Haven Middletown Mfg Co (metal cabinets, panels, brackets, cases) Middletown Newton Co The Manchester Ripley Co Middletown Sturup Larabee & Warmers Inc Middletown
Dish Washing Machines Colt's Manufacturing Company Hartford	Electric Heating Elements Hartford Element Co Hartford	Electroplating City Plating Works Inc Bridgeport National Sherardizing & Machine Co Hartford Waterbury Plating Company Waterbury
Display Containers National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard) New Haven and Versailles	Electric Ignition Harnesses General Electric Company Bridgeport	Electroplating—Equipment & Supplies Comco Inc Div of Enthone Inc New Haven Lea Manufacturing Co The Waterbury MacDermid Incorporated Waterbury
Displays—Metal Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham Merriam Mfg Co (Contract Work to Individual Specifications) Durham Parsons Co Inc W A (custom designed) Durham	Electric Insulation Case Brothers Inc Manchester Stevens Paper Mills Inc The Windsor	Electroplating & Industrial Selenium Rectifiers Foy Electro Chemical Co Ansonia
Distribution Centers Distribution Assemblies Department, General Electric Co Plainville	Electric Lighting Fixtures Fan-Craft Mfg Co (residential, church, post lanterns) Plainville Plume & Atwood Mfg Co The Thomaston Wasley Products Inc Plainville	Electroplating Processes & Supplies Enthone Inc New Haven United Chromium Incorporated Waterbury
Door Closers Sargent & Company New Haven Yale & Towne Mfg Co The Stamford	Electric Motor Controls Arrow-Hart & Hegeman Electric Co The Hartford	Electrotypes Barnum-Hayward Electrotype Co Inc New Haven Lockwood Sons Inc Wm H Hartford New Haven Electrotype Div Electrographic Corp New Haven
Doors Bilco Co The (metal, residential and commercial) West Haven	Electrical Outlet and Switch Boxes, and Covers General Electric Company Bridgeport	Elevators Eastern Elevator Co (passenger and freight) New Haven General Elevator Service Co Hartford
Dowel Pins Allen Manufacturing Co The Hartford Holo-Krome Screw Corp The West Hartford	Electric Signs Berger Sign Co Hartford	Enameling Waterbury Plating Company Waterbury
Drafting Accessories Joseph Merritt & Co Hartford	Electric Switches Arrow-Hart & Hegeman Electric Co The Hartford	Enamels & Lacquers Dobbs Chemical Co The (industrial finishes to customers' specifications) New Haven
	Electric Time Controls Cramer Controls Corporation The Centerbrook	End Milling Cutters Pratt & Whitney Co Inc West Hartford
	Electric Timers Sessions Clock Co The Forestville	End Mills Atrax Company The (solid carbide) Newington
	Electric Timing Motors Sessions Clock Co The (small) Forestville	Engines Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford
		Envelopes Curtis 1000 Inc Hartford United States Envelope Company Hartford Division Hartford
		Envelopes—Stock and Special Continental Can Co Paper Container Div Kensington
		Environmental Testing State Testing Laboratory Bridgeport

I T ' S M A D E I N C O N N E C T I C U T

Extractors—Tap		
Walton Company The	West Hartford	
Extruders and Accessories		
Standard Machinery Co The (for the Wire and Cable Mfrs)	Mystic	
Eyelets		
American Brass Company The	Waterbury	
Platt Bros & Co The P O Box 1030	Waterbury	
Plume & Atwood Mfg Co The	Thomaston	
Scovill Manufacturing Company	Waterbury 91	
Stevens Co Inc	Waterbury	
Waterbury Companies Inc	Waterbury	
Eyelets, Ferrules and Wiring Terminals		
American Brass Company The	Waterbury	
Waterbury Companies Inc	Waterbury	
Eyellet Machine Products		
American Brass Company The	Waterbury	
Ball & Socket Mfg Co The	West Cheshire	
Cold Forming Mfg Co The	Waterbury	
Plume & Atwood Mfg Co The	Thomaston	
Stevens Co Inc	Waterbury	
Waterbury Companies Inc	Waterbury	
Fabricators		
Scovill Manufacturing Company	(aluminum, brass, bronze, copper, steel)	Waterbury
Fan Blades		
Torrington Manufacturing Company The	Torrington	
Fancy Dress Buttons and Buckles		
Waterbury Companies Inc	Waterbury	
Fans—Electric		
General Electric Company	Bridgeport	
Fasteners—Aircraft		
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	
Fasteners—Laundry Proof		
Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	
Fasteners—Slide & Snap		
G E Prentice Mfg Co The	Kensington	
Scovill Manufacturing Company (RIPPER zippers and GRIPPER snap fasteners)	Waterbury	
Felt		
Auburn Manufacturing Company The (mechanical, cut parts)	Middletown	
Drycor Felt Company (paper makers and industrial)	Staffordville	
Felt—All Purpose		
American Felt Co (Mill & Cutting Plant)	Glenville	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	
Fenders—Boat		
B F Goodrich Sponge Products Division	Shelton	
Fiber-glass Fabrication		
Davis Co The E J	New Haven	
Fibre Board		
Bird & Son Inc	New Britain	
Case Brothers Inc	Manchester	
C H Norton Co The	North Westchester	
Stevens Paper Mills Inc The	Windsor	
File Cards		
Standard Card Clothing Co The	Stafford Springs	
Filing Equipment		
Wassell Organization Inc	Westport	
Films		
Cine-Video Productions Inc	Milford	
Finger Nail Clippers		
H C Cook Co The	32 Beaver St Ansonia	
Firearms		
Colt's Manufacturing Company	Hartford	
Junior Screw Machine Products Inc	West Haven	
Marlin Firearms Co The	New Haven	
O F Mosberg & Sons Inc	New Haven	
Remington Arms Company Inc	Bridgeport	
Arms and Ammunition Div Olin Mathieson Chemical Corp	New Britain	
Fire Alarm Systems		
Fire-Lite Alarms Inc	New Haven	
Fire Hose		
Fabrics Fire Hose (municipal and industrial)	Sandy Hook	
Fireplace Goods		
American Windshield & Specialty Co The	Milford	
881 Boston Post Road	423-33 Chapel St	
John P Smith Co The (the screens)	New Haven	
Fireproof Floor Joists		
Dextone Co The	New Haven	
Fireworks		
M Backes' Sons Inc	Wallingford	
Fishing Lures		
Dresser Products Inc	Canaan	
Fishing Tackle		
H C Cook Co The 32 Beaver St	Ansonia	
Flashlights		
Bridgeport Metal Goods Mfg Co	Bridgeport	
Electrical Div Olin Mathieson Chemical Corp	New Haven	
Flat Springs		
Bristol Spring Manufacturing Co	Plainville	
Gemco Manufacturing Co Inc	Southington	
Flexible Shaft Machines		
Pratt & Whitney Co Inc	West Hartford	
Floor & Ceiling Plates		
Beaton & Cadwell Mfg Co The	New Britain	
Fluorescent Lighting Equipment		
Fullerton Manufacturing Corp	Norwalk	
Vanderman Manufacturing Co The	Willimantic	
Wiremold Company The	Hartford	
Foam Rubber		
B F Goodrich Sponge Products Division	Shelton	
Forgings		
Atwater Manufacturing Company	Plantsville	
Billings & Spencer Company	Hartford	
Capewell Manufacturing Company	Hartford	
Clark Brothers Bolt Co	Milddale	
Consolidated Industries Inc	West Cheshire	
Heppenstall Co (all kinds and shapes)	Bridgeport	
Scovill Manufacturing Company (Non-ferrous)	Waterbury 91	
Foundries		
Connecticut Malleable Castings Co (malleable iron castings)	New Haven	
Ductile Iron Foundry Inc	Stratford	
Farrel-Birmingham Company Inc (Iron and Steel)	Ansonia	
Hartford Electric Steel Corp The	Hartford	
Charles Parker Company The (brass, bronze, aluminum)	Meriden	
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville	
Producto Machine Company The	Bridgeport	
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)	Torrington	
Union Mfg Co (gray iron & semi steel)	New Britain	
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown	
Williams Foundry Inc	New Britain	
Fountain Pens and Mechanical Pencils		
Waterman Pen Company Inc	Seymour	
Foundry Riddles		
John P Smith Co The	423-33 Chapel St New Haven	
Frames—Hack Saw		
Thompson & Son Co The Henry G.	New Haven	
Fuel Oil Pump and Heater Sets		
Peabody Engineering Corporation	Stamford	
Furnaces		
Norwalk Airconditioning Corp The (warm air oil fired)	South Norwalk	
Gate Blocks		
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA)	West Hartford	
Galvanizing		
Malleable Iron Fittings Co	Branford	
Wilcox Crittenden & Co Inc	Middletown	
Gaskets		
Auburn Manufacturing Company The (from all materials)	Middletown	
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	
Tsingris Die Cutting Corp (from all materials)	Waterbury	
Gaskets—Insulation		
American Felt Co	Glenville	
Gas Range Conversion Burner		
Holyoke Heater Corp of Conn Inc	Hartford	
Gas Scrubbers, Coolers and Absorbers		
Peabody Engineering Corporation	Stamford	
Gauges		
Bristol Co The (pressure and vacuum-recording automatic control)	Waterbury	
Helicoid Gauge Division American Chain & Cable Co The (pressure and vacuum)	Bridgeport	
Manning Maxwell & Moore Inc	Stratford	
Pratt & Whitney Co Inc (Precision Measurement all types)	West Hartford	
Gears		
Mitrametric Co The (blanked fine pitch)	Torrington	
Gears and Gear Cutting		
Farrel-Birmingham Company Inc	Ansonia	
Fenn Mfg Co The	Newington	
Hartford Special Machinery Co The	Hartford	
Glass Blowing		
Macalaster Bicknell Company	New Haven	
Glass Cutters		
Fletcher-Terry Co The	Forestville	
Glass Machinery		
Tavano Mfg Co	Torrington	
Gold & Silver Plating		
Donham Craft Inc (on metals & plastics)	Thomaston	
Golf Equipment		
Horton Mfg Co The (clubs, shafts, balls, bags)	Bristol	
Greeting Cards		
A D Steinbach & Sons Inc	New Haven	
Grinding		
Farrel-Birmingham Company Inc (Roll and Cylindrical)	Ansonia	
Hartford Special Machinery Co The (gears, threads, cams and splines)	Hartford	
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	19 Staples St Bridgeport	
Grinding—Centerless		
Waterbury Centerless Grinding Co	Milddale	
Grinding Heads—Internal		
Pratt & Whitney Co Inc (Pneumatic, High Speed)	West Hartford	
Grinding Machines		
Farrel-Birmingham Company Inc (Roll)	Ansonia	
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders)	West Hartford	
Rowbottom Machine Company Inc (cam)	Waterbury	
Grommets		
American Brass Company The	Waterbury	
Plume & Atwood Mfg Co The	Waterbury	
Ground Rubber Rolls		
Saybrook Manufacturing Inc	Old Saybrook	
Guards for Machinery		
Wheeler Co The G E	New Haven	
Hack and Band Saw Blades		
Capewell Manufacturing Co The	Hartford	
Hair Hygiene Preparations		
Parker Herbex Corporation	Stamford	
Hammers—Carpenters and Machinists		
Capewell Manufacturing Company	Hartford	
Hand Tools		
Billings and Spencer Company (wrenches, sockets and shop tools)	Hartford	
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives)	Bridgeport	
Hardness Testers		
Wilson Mechanical Instrument Div American, Chain & Cable Company Inc	Bridgeport	
Hardware		
Bassick Company The (Automotive)	Bridgeport	
Harlock Products Corp	New Haven	
Sargent & Company	New Haven	
Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown	
Yale & Towne Mfg Co The	Stamford	
Hardware—Marine & Bus		
Rostand Mfg Co The	Milford	
Hardware—Trailer Cabinet		
Excelsior Hardware Co The	Stamford	
Hardware, Trunk & Luggage		
Corbin Cabinet Lock Div American Hardware Corp	New Britain	
J H Sessions & Son	Bristol	
Yale & Towne Mfg Co The	Stamford	
Hat Machinery		
Doran Bros Inc	Danbury	
Health Surgical & Orthopedic Supports		
Berger Brothers Company The (custom made for back, breast, and abdomen)	New Haven	
Heat Elements		
Electroflex Heat Inc	Hartford	
Safeway Heat Elements Inc (woven wire resistance type)	Middletown	
Heat Exchangers		
Whitlock Manufacturing Co The	Hartford	
Heat Treating		
Bennett Metal Treating Co The	Elmwood	
Commercial Metal Treating Co	Bridgeport	
New Britain-Gridley Machine Division	New Britain	
The New Britain Machine Co	New Britain	
Skene Co Inc The William A (metals)	Bridgeport	
Stanley P Rockwell Co Inc The		
296 Homestead Ave	Hartford (Advt.)	

IT'S MADE IN CONNECTICUT

Heat-Treating Equipment	
Autoyre Company The	Oakville
Barnes Co The Wallace Div Associated Corp	Springfield
Bauer & Company Inc	Bristol
Rolock Inc (Retorts, Muffles, etc.)	Hartford
Stanley P Rockwell Co Inc The (commercial)	Fairfield
296 Homestead Ave	Hartford
Heat Treating Fixtures	
Rolock Inc (Trays, Baskets, etc.)	Fairfield
Wiretex Mfg Co Inc	Bridgeport
Heat Treating Salts and Compounds	
Mitchell-Bradford Chemical Co	Bridgeport
Heaters—Electric	
General Electric Company	Bridgeport
Heating and Cooling Coils	
G & O Manufacturing Co	New Haven
Heating Elements	
Hartford Element Co	Hartford
Heavy Chemicals	
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	United States
Hex-Socket Screws	
Bristol Company The	Waterbury
Holo-Krome Screw Corp The	West Hartford
High Frequency Alternators	
Electric Specialty Co	Stamford
Highway Guard Rail Hardware	
Malleable Iron Fittings Co	Branford
Hinges	
Homer D Bronson Company	Beacon Falls
Hobs and Hobbings	
ABA Tool & Die Co	Manchester
Parker Stamp Works Inc The	Hartford
Pratt & Whitney Co Inc (Die and Thread Milling)	West Hartford
Holsts	
J-B Engineering Sales Co	New Haven
Holsts and Trolleys	
Union Mfg Company	New Britain
Hose Fittings	
Don Mfg Co J M	Naugatuck
Scovill Manufacturing Company	Waterbury
Hose—Flexible Metallic	
American Brass Co	Waterbury
American Metal Hose Branch	Waterbury
Hose Supporter Trimmings	
Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport
Hospital Signal Systems	
Connecticut Telephone & Electric Corp	Meriden
Hydraulic Brake Fluids	
Eis Manufacturing Co	Middletown
Hydraulic Controls	
Sperry Products Inc	Danbury
Hypodermic Needles	
Roehr Products Company	Waterbury
Ice Buckets	
B F Goodrich Sponge Products Division	Shelton
Impregnating	
American Metaseal Inc (metal, wood, etc.)	Hamden
Inductors	
C G S Laboratories Inc	Stamford
Industrial Chemicals	
Foy Electro-Chemical Co	Ansonia
Industrial Chrome Plating	
Mirror Polishing & Buffing Co	Waterbury
Industrial Displays	
Sansone Co S Frederick (Designers, Builders and Counselors)	Short Beach
Industrial Finishes	
Chemical Coatings Corporation	Rocky Hill
United Chromium Incorporated	Waterbury
Industrial Tools—Powder Actuated	
Remington Arms Company Inc	Bridgeport
Inhalators	
Cycle-Flo Company The	Milford
Inks	
Waterman Pen Company Inc	Seymour
Insecticides	
American Cyanamid Company	Waterbury
Instalment Payment Books	
Wassell Organization Inc	Westport
Insulated Wire & Cable	
General Electric Company (for residential commercial and industrial applications)	Bridgeport
Kerite Company The	Seymour
Insulated Wire & Cable Machinery	
Davis Electric Company	Wallingford
Instruments	
Bristol Company The	Waterbury
J-B-T Instruments Inc (Electrical and Temperature)	New Haven
Manning Maxwell & Moore Inc	Stratford
Pratt & Whitney Co Inc (Precision Measuring)	West Hartford
Integrators	
Reflectone Corporation The	Stamford
Inter-Communications Equipment	
Connecticut Telephone & Electric Corp	Meriden
Interval Timers	
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
Jacquard	
Case Brothers Inc	Manchester
Japanning	
J H Sessions & Son	Bristol
Jig Borer	
Moore Special Tool Co (Moore)	Bridgeport
Pratt & Whitney Co Inc	West Hartford
Jigs, Fixtures & Gages	
Federal Machine & Tool Co	Bristol
Jig Grinder	
Moore Special Tool Co (Moore)	Bridgeport
Keller Machines	
Pratt & Whitney Co Inc	West Hartford
Key Blanks	
Sargent & Company	New Haven
Yale & Towne Mfg Co The	Stamford
Labels	
J & J Cash Inc (Woven)	South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles)	Naugatuck
Label Moisteners	
Better Packages Inc	Shelton
Laboratory Equipment	
Eastern Industries Inc	New Haven
Laboratory Supplies	
Macalaster Bicknell Company	New Haven
Laces	
American Fabrics Company The	Bridgeport
Wilcox Lace Corporation	Middletown
Laces and Nettings	
Wilcox Lace Corporation The	Middletown
Lacquers & Synthetic Enamels	
Chemical Coatings Corporation	Rocky Hill
I-Sis Chemicals Inc	Stamford
United Chromium Incorporated	Waterbury
Ladders	
A W Flint Co	196 Chapel St New Haven
Laminated Metal	
Bridgeport Brass Company	Bridgeport
Lamps	
Plume & Atwood Mfg Co The (metal oil)	Waterbury
Lampholders—Incandescent and Fluorescent	
General Electric Company	Bridgeport
Lamp Shades	
Verplex Company The	Essex
Lanterns—Battery Operated	
Electrical Div Olin Mathieson Chemical Corp	New Haven
Lathes—Contin-U-Matic	
Bullard Company, The (vertical multi-spindle-continuous turning type)	Bridgeport
Lathes—Man-Au-Trol	
Bullard Company The	Bridgeport
Lathes—Mult-Au-Matic	
Bullard Company The (vertical multi-spindle-indexing type)	Bridgeport
Lathes—Toolroom and Automatic	
Pratt & Whitney Co Inc	West Hartford
Lathes—Vertical Turret	
Bullard Company The (single spindle)	Bridgeport
Lead Plating	
Christie Plating Co The	Groton
Leather	
Norwich Leather Co	Norwich
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury
Leather Dog Furnishings	
Andrew B Hendryx Co The	New Haven
The Smith-Worthington Saddlery Co	Hartford
Leather Goods Trimmings	
G E Prentice Mfg Co The	Kensington
Leather, Mechanical	
Auburn Manufacturing Company	The (packings, cubs, washers, etc)
Letterheads	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven
Levels—Machinist's Precision	
Bullard Company The	Bridgeport
Light Assemblies	
Saybrook Manufacturing Inc	Old Saybrook
Lighting Accessories—Fluorescent	
General Electric Company	Bridgeport
Lighting Equipment	
Fullerton Manufacturing Corp	Norwalk
Miller Co The (Miller, Duplexalite, Meriden)	Meriden
Lines—Braided	
Essex Mills Inc	Essex
Lime	
New England Lime Company	Canaan
Lipstick Cases	
Scovill Manufacturing Company	Waterbury
Lipstick Containers	
Bridgeport Metal Goods Mfg Co	Bridgeport
Plume & Atwood Manufacturing Co	Waterbury
Lithographers	
O'Toole & Sons Inc T	Stamford
Lithographing	
Kellogg & Bulkeley A Division of Printers Inc	Connecticut
Lehman Brothers Inc	New Haven
A D Steinbach & Sons	New Haven
Locks—Banks	
Yale & Towne Mfg Co The	Stamford
Locks—Builders	
Eagle Lock Co The	Terryville
Sargent & Company	New Haven
Yale & Towne Mfg Co The	Stamford
Locks—Cabinet	
Eagle Lock Co The	Terryville
Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The	Stamford
Locks—Special Purpose	
Eagle Lock Co The	Terryville
Yale & Towne Mfg Co The	Stamford
Locks—Suitcase	
Eagle Lock Co The	Terryville
Locks—Suitcase and Trimmings	
Excelsior Hardware Co The	Stamford
Locks—Trunk	
Eagle Lock Co The	Terryville
Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The	Stamford
Locks—Zipper	
Excelsior Hardware Co The	Stamford
Loom—Non-Metallic	
Wiremold Company The	Hartford
Lubricants—High Pressure	
Alpha Molykote Corp The	Stamford
Lubricants—Extreme Temperatures	
Alpha Molykote Corp The	Stamford
Lubricating System—Mist	
Thompson & Son Co The Henry G.	New Haven
Lumber & Millwork Products	
City Lumber Co of Bridgeport Inc	Bridgeport
Machetes	
Collins Company The	Collinsville
Machine Design	
Black Rock Mfg Company The	Bridgeport (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Machine Tool Designers		Machines—Forming		Metal Formings	
R & S Company	New Britain	A H Nilson Mach Co The (four-slide wire and ribbon stock)	Bridgeport	Master Engineering Company	West Cheshire
Machine Tools		Machines—Paper Ruling		Stanley Pressed Metal	New Britain
Bullard Company The	Bridgeport	Machines—Pipe & Bolt Threading		Metal Mouldings	
Farrel-Birmingham Company Inc	Ansonia	John McAdams & Sons Inc	Norwalk	Leed Co The H A	Hamden
Pratt & Whitney Co Inc	West Hartford	Machines—Precision Boring		Metal Novelties	
Producto Machine Company The	Bridgeport	Capewell Mfg Co The	Hartford	H C Cook Co The	32 Beaver St Ansonia
Machine Work		Machines—Rolling		Metal Parts Washing Machines	
Black Rock Mfg Company The	Bridgeport	Machines—Slotting		Foy Electro-Chemical Co	Ansonia
Farrel-Birmingham Company Inc	Ansonia	Globe Tapping Machine Company The (High Production Screw Head Slotting)	Bridgeport	Metal Plating—Gold & Silver	
Fenn Manufacturing Company The (precision parts)	Newington	Waterbury Farrel Foundry & Machine Co The (screw head)	Waterbury	Donham Craft Inc	Thomaston
Hartford Special Machinery Co The (contract work only)	Hartford	Machines—Spacing Table		Metal Products—Stampings	
Joma Tool Co (small assemblies & parts)	Wolcott	Bullard Company The	Bridgeport	American Brass Company The	Waterbury
National Sheradizing & Machine Co (job)	Hartford	Machines—Special		Plume & Atwood Manufacturing Co	Thomaston
Parker Stamp Works Inc The (Special)	Hartford	Fenn Mfg Co The	Newington	I H Sessions & Son	Bristol
Swan Tool & Machine Co The	Hartford	Fuller Brush Co The	Hartford	Scovill Manufacturing Company (Made-to-Order)	Waterbury 91
Torrington Manufacturing Co The (special rolling mill machinery)	Torrington	Machines—Swaging		Stanley Pressed Metal	New Britain
Machinery		Machines—Thread Rolling		Metal Specialties	
Fenn Manufacturing Company The (special)	Newington	Hartford Special Machinery Co The	Hartford	Excelsior Hardware Co The	Stamford
Globe Tapping Machine Company (dial type drilling and tapping)	Bridgeport	Waterbury Farrel Foundry & Machine Co The	Waterbury	Metal Spinning	
Hallden Machine Company The (mill)	Thomaston	Machines—Turks Head		Moseley Metal Crafts Inc	West Hartford
Torrington Manufacturing Co The (mill)	Torrington	Fenn Manufacturing Company The	Newington	Metal Stampings	
Machinery—Automatic		Machines—Wire Drawing		American Brass Company The	Waterbury
Banthin Engineering Company (new and rebuilt)	Bridgeport	Fenn Manufacturing Company The	Newington	Autotype Co The (Small)	Oakville
Machinery—Bolt and Nut		Machining—Horizontal Boring		Better Formed Metals Inc	Waterbury
Waterbury Farrel Foundry & Machine Co The	Waterbury	Tucker Machine Co	North Haven	DooVal Tool & Mfg Inc The	Naugatuck
Machinery—Cold Heading		Manganese Bronze Ingot		Excelsior Hardware Co The	Stamford
Waterbury Farrel Foundry & Machine Co The	Waterbury	Whipple and Choate Company	Bridgeport	Greist Mfg Co The	503 Blake St New Haven
Machinery Dealers & Rebuilders		Marine Engines		H C Cook Co The	32 Beaver St Ansonia
Batwinik Brothers	New Haven	Marine Equipment		Humason Mfg Co The	Forestville
J L Lucas and Son	Fairfield	Russell Manufacturing Company The (utility cord and accessory hardware)	Middletown	Joma Tool Co	Wolcott
State Machinery Co Inc	New Haven	Wilcox-Crittenden Div North & Judd Mfg Co	Middletown	Mohawk Mfg Co (threaded)	Middletown
Machinery—Extruding		Marine Reserve Gears		J A Otterbein Company The (metal fabrications)	Middletown
Standard Machinery Co The	Mystic	Snow-Nabstedt Gear Corp The	New Haven	J H Sessions & Son	Bristol
Machinery—Metal Working		Marking Devices		Patent Button Co The	Waterbury
Fenn Mfg Co The	Newington	Hoggson & Pettis Mfg Co The	New Haven	G E Prentice Mfg Co The	Kensington
Waterbury Farrel Foundry & Machine Co The	Waterbury	Parker Stamp Works Inc The (steel)	Hartford	Plume & Atwood Mfg Co The	Thomaston
Pratt & Whitney Co Inc	West Hartford	Material Handling		Saling Manufacturing Company	Unionville
Machinery—Nut		Parsons Co Inc W A (tote pans)	Durham	Stanley Pressed Metal	New Britain
Waterbury Farrel Foundry & Machine Co The (forming and tapping)	Waterbury	Mats—Newspaper		Swan Tool & Machine Co The	Hartford
Machinery—Screw and Rivet		Lockwood Sons Inc Wm H	Hartford	Terryville Manufacturing Co	Terryville
Waterbury Farrel Foundry & Machine Co The	Waterbury	Mattresses		Verplex Company The (Contract)	Essex
Machinery—Wire Drawing		Waterbury Mattress Co	Waterbury	Waterbury Lock & Specialty Co The	Milford
Fenn Mfg Co The	Newington	Metal Boxes		Meters—Gas	
Waterbury Farrel Foundry & Machine Co The	Waterbury	Parsons Co Inc W A (tool kits)	Durham	Sprague Meter Company	Bridgeport
Machinery—Wire Straightening		Metal Boxes and Displays		Meters—Parking	
Mettler Machine Tool Inc	New Haven	Durham Mfg Co The (Designing & Mfg to customers specifications)	Durham	Rhodes Inc M H	Hartford
Machines		Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays)	Durham	Microfilming	
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	Middletown Mfg Co	Middletown	American Microfilming Service Company	New Haven
Coulter & McKenzie Machine Co The (special, new development engineering design and construction)	Bridgeport	Charles Parker Co (sheet metal fabricators)	Meriden	John P Smith Co The	423-33 Chapel St New Haven
Patent Button Company The	Waterbury	Metal Cleaners		Mill Machinery	
Machines—Automatic		Apothecaries Hall Co	Waterbury	Torrington Manufacturing Company The	Torrington
A H Nilson Mach Co The (Special)	Bridgeport	Enthone Inc	New Haven	Milling Machines	
Machines—Automatic Chucking		Foy Electro-Chemical Co	Ansonia	Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines)	West Hartford
Bullard Company The	Bridgeport	MacDermid Incorporated	Waterbury	Rowbottom Machine Company Inc (cam)	Waterbury
New Britain-Gridley Machine Division	(multiple spindle and double end)	Metal Cleaning Machines		Mill Products	
The New Britain Machine Co	New Britain	Colt's Manufacturing Company	Hartford	Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube)	Waterbury
Pratt & Whitney Co Inc (Potter & Johnson)	West Hartford	Metal Finishes		Mill Supplies	
Machines—Brushing		Enthone Inc	New Haven	Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
Fuller Brush Co The	Hartford	Mitchell-Bradford Chemical Co	Bridgeport	Millwork	
Machines—Contin-U-Matic		United Chromium Incorporated	Waterbury	Hartford Builders Finish Co	Hartford
Bullard Company The (vertical multi-spindle—continuous turning)	Bridgeport	Metal Finishing		Miniature Precision Connectors	
Machines—Draw Benches		Hartford Industrial Finishing Co	Hartford	Gorn Electric Co	Stamford
Fenn Manufacturing Company The	Newington	National Sheradizing & Machine Co	Hartford	Minute Minders	
		Waterbury Plating Company	Waterbury	Lux Clock Mfg Co The	Waterbury
				Mirror Rosettes and Hangers	
				Waterbury Companies Inc	Waterbury
				Mixing Equipment	
				Eastern Industries Inc	New Haven
				Gabb Special Products Div The E Horton & Son Co	Windsor Locks
				Mobile Radio	
				Connecticut Telephone & Electric Corp	Meriden
					(Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Model Work B & N Tool & Engineering Co (instruments and timing devices) Oakville	Oven Brazing Sight Light Div The American Foundry Co	Machine & Deep River Machine & Deep River	Phosphor Bronze American Brass Company The Bridgeport Brass Company Miller Company The (sheets, strips, rolls) Meriden
Mops Fuller Brush Co The Hartford	Ovens—Electric Bauer & Company Inc Hartford		Waterbury Bridgeport Seymour Mfg Co The Meriden Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Motor Control Centers Distribution Assemblies Department, Electric Co Plainville	Overhead Garage Doors Wallingford Planing Mill Co Inc Yalesville		Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven
Motor—Generator Sets Electric Specialty Co Stamford	Package Sealers Better Packages Inc Shelton		Phosphor Bronze Ingots Whipple and Choate Company The Bridgeport
Motors—Electric Timing Cramer Controls Corporation The Centerbrook	Packaging Machinery Colt's Manufacturing Company (box making machinery, Trade mark "Rite Size") Hartford		Photo Engraving Dowd Wyllie & Olson Inc Hartford Wilcox Photo Engraving Co Inc New Haven
Motors—Synchronous Cramer Controls Corporation The Centerbrook	Packaging & Packing Mercer & Stewart Co The Hartford		Photoflash Batteries Electrical Div Olin Mathieson Chemical Corp New Haven
Moulded Plastic Products Butterfield Inc T F Naugatuck Colt's Manufacturing Company Hartford Patent Button Co The Waterbury Waterbury Companies Inc Waterbury Watertown Mfg Co The 117 Echo Lake Road Watertown	Packing Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport		Photographic Equipment Electrical Div Olin Mathieson Chemical Corp New Haven Kalart Company Inc Plainville
Mouldings Himmel Brothers Co The (architectural, metal and store front) Hamden	Padlocks Sargent & Company New Haven Waterbury Lock & Specialty Co The Milford Yale & Towne Mfg Co Inc Stamford		Piano Repairs Pratt Read & Co Inc (keys and action) Ivoryton
Moulds ABA Tool & Die Co Manchester Hogson & Pettis Mfg Co The (steel) 114 Brewery St New Haven Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford	Pads—Office The Baker Goodyear Company New Haven		Piano Supplies Pratt Read & Co (keys and actions, backs, plates) Ivoryton
Napper Clothing Standard Card Clothing Co The (for textile mills) Stafford Springs	Paints and Enamels Staminate Corp The New Haven		Pins CEM Company ("Spiral") Danielson
Nettings Wilcox Lace Corp The Middletown	Panelboards—Lighting and Distribution Distribution Assemblies Department, General Electric Co Plainville		Pin Up Lamps Verplex Company The Essex
Newspaper Mats Lockwood Sons Inc Wm H Hartford	Panelyte Leed Co The H A Hamden		Pipe American Brass Co The (brass and copper) Waterbury Bridgeport Brass Co (brass and copper) Bridgeport Chase Brass & Copper Co (red brass and copper) Waterbury Howard Co (cement well and chimney) New Haven
Nickel Anodes Apothecaries Hall Co Waterbury	Panta Moore Special Tool Co (crush wheel dresser) Bridgeport		Pipe Fitters Hand Tools & Pipe Threading Machines Capewell Manufacturing Company Hartford
Nickel Silver American Brass Company The Waterbury Bridgeport Brass Company Bridgeport Plume & Atwood Mfg Co The Thomaston Seymour Mfg Co The Seymour Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven	Paper Board Federal Paper Board Co Inc Montville, New Haven & Versailles Gair Company Inc Robert Montville Robertson Paper Box Co Montville New Haven Pulp and Board Co The New Haven		Pipe Fittings Corley Co Inc Plainville Malleable Iron Fittings Co Branford
Nickel Silver Ingot Whipple and Choate Company The Bridgeport	Paper Box—Partitions American Rondo Corporation (specialty partitions) Hamden		Pipe Plugs Holo-Krome Screw Corporation The (counter-sunk) West Hartford
Night Latches Sargent & Company New Haven Yale & Towne Mfg Co Inc Stamford	Paper Boxes Atlantic Carton Corp (folding) Norwich National Folding Box Co Div Federal Paper Board Co Inc (folding) New Haven & Versailles New Haven Board and Carton Co The New Haven Mills Inc H J Bristol Robertson Paper Box Co (folding) Montville		Pipe Plugs—Socketed Holo-Krome Screw Corp The West Hartford
Non-ferrous Metal Castings Miller Company The Meriden Charles Parker Co Meriden	Paper Boxes—Folding and Setup Bridgeport Paper Box Company Bridgeport M Backes' Sons Inc Wallingford		Plastic Coatings Bischoff Chemical Corporation (Peelable Plastic Coatings) Ivoryton
Nuts, Bolts and Washers Clark Brothers Bolt Co Milldale	Paper Clips H C Cook Co The (steel) 32 Beaver St Ansonia		Plastic Bottles Plax Corporation Bloomfield
Office Equipment Pitney-Bowes Inc Stamford Underwood Corporation Bridgeport & Hartford Wassell Organization Inc Westport	Paper Mill Machinery Farrel-Birmingham Company Inc Ansonia		Plastic Buttons Frank Parizek Manufacturing Co The West Willington Patent Button Co The Waterbury
Offset Printing Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford	Paper Tubes and Cores Sonoco Products Co (Climax-Lowell) Div Mystic		Plastic Fabrication Humphrey Fabricating Corporation Unionville
Oil Burners Miller Company The (domestic) Meriden Peabody Engineering Corp (Mechanical and/or Steam Atomizer) Stamford Silent Glow Oil Burner Corp The 1477 Park St Hartford	Parachute Cord Essex Mills Inc Essex		Plastic Film & Sheet Materials Plax Corporation Bloomfield
Oil Tanks Norwalk Tank Co The (\$50 to 30M gals, underwriters above and under ground) South Norwalk Whitlock Manufacturing Co The Norwalk	Parallel Tubes Sonoco Products Co (Climax-Lowell) Div Mystic		Plastic Gems Colt's Manufacturing Company Hartford
Oils—Cutting Anderson Oil Co Inc F E Portland	Parking Meters Rhodes Inc M H Hartford		Plastic Lining Equipment Comco Inc Div of Enthone Inc New Haven
Open Knife Switches and Accessories Trumbull Components Department, General Electric Co Plainville	Parts Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished) Waterbury		Plastic Pipe and Fittings Comco Inc Div of Enthone Inc New Haven
Optical Cores & Ingots Plume & Atwood Mfg Co The Thomaston	Pattern-Makers Farrel-Birmingham Company Inc Ansonia		Plastic Molders Plastic Molding Corporation Sandy Hook
Otis Woven Awning Stripes The Falls Company Norwich	Penlights Bridgeport Metal Goods Mfg Co Bridgeport		Plastic Molding Butterfield Inc T F Naugatuck U S Plastic Molding Corporation Wallingford
	Pet Furnishings Andrew B Hendrix Co The New Haven		Plastic—Moulders Colt's Manufacturing Company Hartford Conn Plastics Waterbury Waterbury Companies Inc Waterbury Watertown Mfg Co The Watertown
			Plastic Printing Plates Lockwood Sons Inc Wm H Hartford
			Plastic Wire Coating Materials Electronic Rubber Co Stamford
			Plastics B F Goodrich Sponge Products Division Shelton Naugatuck Chemical Division Unitel States Rubber Co Naugatuck (Advt.)

IT'S MADE IN CONNECTICUT

Plastics Machinery		
Black Rock Mfg Company The	Bridgeport	
Farrel-Birmingham Company Inc	Ansonia	
Plastics Plated—Gold & Silver		
Donham Craft Inc	Thomaston	
Plastics—Moulds & Dies		
Crown Tool & Die Co Inc	Bridgeport	
Parker Stamp Works Inc The (for plastics)	Hartford	
Plasticrete Bloc		
Plasticrete Corp	Hamden	
Platers		
Acme Chromium Plating Co	New Haven	
Christie Plating Co	Groton	
City Plating Works	Bridgeport	
Patent Button Co The	Waterbury	
Water Plating Company	Waterbury	
Chromium Process Company The (Chromium Plating only)	Shelton	
Platers' Equipment		
Apothecaries Hall Company	Waterbury	
Comco Inc Div of Enthone Inc	New Haven	
Foy Electro-Chemical Co	Ansonia	
Lea Manufacturing Co The	Waterbury	
MacDermid Incorporated	Waterbury	
Platers Metal		
Plume & Atwood Mfg Co The	Thomaston	
Plating		
Christie Plating Co The (including lead plating)	Groton	
City Plating Works Inc	Bridgeport	
Superior Plating Co	Bridgeport	
Plating on Metals & Plastics		
Donham Craft Inc	Thomaston	
Plating Processes and Supplies		
Enthone Inc	New Haven	
United Chromium Incorporated	Waterbury	
Plumbers' Brass Goods		
Bridgeport Brass Co	Bridgeport	
Keeney Mfg Co The (special bends)	Newington	
Scovill Manufacturing Company	Waterbury 48	
Plumbing Specialties		
Risdon Manufacturing Co John M	Russell Div	
	Naugatuck	
Pole Line Hardware		
Malleable Iron Fittings Co	Branford	
Police Equipment		
The Smith-Worthington Saddlery Co	Hartford	
Polishing		
Mirror Polishing & Buffing Co	Waterbury	
Polishing & Buffing		
General Polishing & Buffing	Bridgeport	
Poly Chokes		
Poly Choke Company The (a shotgun choking device)	Tarriffville	
Postage Meters		
Pitney Bowes Inc	Stamford	
Potentiometers—Electronic		
Bristol Company The	Waterbury	
Precision Electronic Chassis		
Saybrook Manufacturing Inc	Old Saybrook	
Precision Machine Tool Spindles		
Whitton Manufacturing Co (for milling, grinding, boring & drilling)	Farmington	
Precision Manufacturing		
Newton Co The (aircraft parts)	Manchester	
Precision Revolving Machinery		
Whitton Manufacturing Co	Farmington	
Precision Springs & Wire Forms		
Rowley Spring Co Inc The	Bristol	
Pre-Cut Cottages		
Federal Homes Corporation	Canaan	
Pre-Engineered Homes		
Federal Homes Corporation	Canaan	
Prefabricated Buildings		
City Lumber of Bridgeport Inc The	Bridgeport	
Premium Specialties		
Waterbury Companies Inc	Waterbury	
Preservatives—Wood, Rope, Fabric		
Darworth Incorporated ("Cuprinol")	Simsbury	
Pressboard		
Case & Risley Press Paper Co (genuine)	Oneco	
Press Papers		
Case Brothers Inc	Manchester	
Presses		
Farrel-Birmingham Company Inc (Hydraulic)	Ansonia	
Presses—Power		
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Simsbury	
Waterbury Farrel Foundry & Machine Co The	Waterbury	
Pressure Vessels		
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk	
Whitlock Manufacturing Co The	Hartford	
Printing		
Busseman Press Inc	New Haven	
Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford	
Finlay Brothers	Hartford	
Heminway Corporation The	Waterbury	
Hildreth Press	Bristol	
Hunter Press	Hartford	
Lehman Brothers Inc	New Haven	
Taylor & Greenough Co The	Wethersfield	
T B Simonds Inc	Hartford	
A D Steinbach & Sons	New Haven	
The Walker-Rackliff Company	New Haven	
Printing Machinery		
Banthin Engineering Co (automatic)	Bridgeport	
Thomas W Hall Company	Stamford	
Printing Plates		
Lockwood Sons Inc Wm H	Hartford	
Printing Rollers		
Chambers-Storck Company Inc The (engraved)	Norwich	
Production Control Equipment		
Ripley Company Inc	Middletown	
Wassell Organization Inc	Westport	
Profilers		
Pratt & Whitney Co Inc	West Hartford	
Propellers—Aircraft		
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	
Protective Coatings		
Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton	
Harrison Company The A S (Waxes)	South Norwalk	
Publishers		
O'Toole & Sons Inc The	Stamford	
Pumps		
Yale & Towne Mfg Co The	Stamford	
Pumps—Small Industrial		
Eastern Industries Inc	New Haven	
Pump Valves		
Colt's Manufacturing Company	Hartford	
Punches		
Hoggson & Pettis Mfg Co The (ticket & cloth)	New Haven	
141 Brewery St	New Haven	
Putty Softeners—Electrical		
Fletcher Terry Co The	Box 415 Forestville	
Pyrometers		
Bristol Co The (recording and controlling)	Waterbury	
Radiation—Finned Copper		
Bush Manufacturing Co	West Hartford	
G & O Manufacturing Company The	New Haven	
Vulcan Radiator Co The (steel and copper)	Hartford	
Radiators—Engine Cooling		
G & O Manufacturing Co	New Haven	
Radiographic Inspection		
State Testing Laboratory	Bridgeport	
Ratchet Offset Screw Driver		
Chapman Co J W	Durham	
Rayon Staple Fiber		
Hartford Rayon Corp The	Rocky Hill	
Reamers		
Atrax Company The (solid carbide)	Newington	
Pratt & Whitney Co Inc (All types)	West Hartford	
Record Equipment		
Wassell Organization Inc (filing equipment)	Westport	
Recorders		
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury	
Reduction Gears		
Farrel-Birmingham Company Inc	Ansonia	
Snow-Nabstedt Gear Corp The	New Haven	
Refractories		
Howard Company	New Haven	
Mullite Refractories Company The	Shelton	
Refrigeration		
Bowser Technical Refrigeration Div	Bowser	
Inc (high altitude, low temperature)	Terryville	
Dunham-Bush Inc	West Hartford	
Regulators		
Norwalk Valve Company (for gas and air)	South Norwalk	
Sorensen & Company Inc	Stamford	
Research & Development		
Raymond Engineering Laboratories (Electro-Mechanical)	Middletown	
Resistance Wire		
C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport	
Kanthal Corporation The	Stamford	
Respirators		
American Optical Company Safety Products Division	Putnam	
Resuscitators		
Cycle-Flo Company The	Milford	
Retainers		
Hartford Steel Ball Co The (bicycle & automotive)	Hartford	
Rigid Plastic Sheet Material		
Gilman Brothers Company, The	Gilman	
Riveting Machines		
Grant Mfg & Machine Co The	Bridgeport	
Ripley Company Inc	Middletown	
H P Townsend Manufacturing Co The	Elmwood	
Rivets		
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterville	
Clark Brothers Bolt Co	Middlefield	
Plume & Atwood Mfg Co The	Thomaston	
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport	
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport	
Rods		
American Brass Company The (copper, brass, bronze)	Waterbury	
Bridgeport Brass Company	Bridgeport	
Bristol Brass Corp The (brass and bronze)	Bristol	
Scovill Manufacturing Company (aluminum, brass, bronze, etc.)	Waterbury	
Rollers—Bituminous Paving		
Gabb Special Products Div E Horton & Son Company	Windsor Locks	
Roller Skate Wheels		
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	
Roller Skates		
Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	
Rolling Mills & Equipment		
Farrel-Birmingham Company Inc	Ansonia	
Fenn Mfg Co The	Newington	
Precision Methods & Machines Inc	Waterbury	
Waterbury Farrel Foundry & Machine Co The	Waterbury	
Rolls		
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia	
Rope Wire		
American Steel & Wire Div of U S Steel	New Haven	
Rotary Files		
Atrax Company The (carbide)	Newington	
Router		
Atrax Company The (solid carbide)	Newington	
Rubber—Cellular		
B F Goodrich Sponge Products Division	Shelton	
Rubber Chemicals		
Naugatuck Chemical Division United States Rubber Co	Naugatuck	
Stamford Rubber Supply Co The ("Factice")	Stamford	
Vulcanized Vegetable Oils	Stamford	
Rubber Cutting Machinery		
Black Rock Mfg Company The	Bridgeport	
Rubberized Fabrics		
Duro-Gloss Rubber Co The	New Haven	
Rubber Footwear		
Goodyear Rubber Co The	Middletown	
Rubber Gloves		
Seamless Rubber Company The	New Haven	
Rubber—Handmade Specialties		
Seamless Rubber Company The	New Haven (Advt.)	

I T ' S M A D E I N C O N N E C T I C U T

Rubber Latex Compounds and Dispersions

Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber-Latex Foam

B F Goodrich Sponge Products Division Shelton

Rubber Mill Machinery

Farrel-Birmingham Company Inc Ansonia

Rubber-Molded Specialties

Airex Rubber Prod Corp Portland

Canfield Co The H O Bridgeport

Seamless Rubber Company The New Haven

Rubber Products

Airex Rubber Prod Corp Portland

Rubber Printing Plates

Lockwood Sons Inc Wm H Hartford

Rubber Products-Mechanical

American Felt Co Glenville

Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown

Canfield Co The H O Bridgeport

Seamless Rubber Company The New Haven

Rubber-Reclaimed

Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubbers

Naugatuck Chemical Div U S Rubber Co (special synthetic) Naugatuck

Rubbish Burners

John P Smith Co The 423-33 Chapel St New Haven

Rust Preventives

Anderson Oil Co Inc F E Portland

Enthone Inc New Haven

Rust Removers

Enthone Inc New Haven

Saddlery

The Smith-Worthington Saddlery Co Hartford

Safety Clothing

American Optical Company Safety Products Division Putnam

Safety Fuses

Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens

American Optical Company Safety Products Division Putnam

Safety Goggles

American Optical Company Safety Products Division Putnam

Safety Switches

Trumbull Components Department, General Electric Co Plainville

Saw Blades-Hack

Capewell Mfg Co The Hartford

Thompson & Son Co The Henry G. New Haven

Saw Blades-Hack & Band

Capewell Manufacturing Company Hartford

Saw-Hole

Thompson & Son Co The Henry G. New Haven

Saws, Band, Metal Cutting

Atlantic Saw Mfg Co New Haven

Thompson & Son Co The Henry G. New Haven

Scissors

Acme Shear Company The Bridgeport

Screens

Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps

Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines

H P Townsend Mfg Company The Elmwood

Screw Machine Products

Accurate Screw Products Inc (B & S Swiss & Davenport) Southington

Apex Tool Co Inc The Bridgeport

Auto Electric Screw Machine Co Inc Bridgeport

Blake & Johnson Co The Waterville

Consolidated Industries West Cheshire

Dependable Automatic Screw Co Waterbury

Eastern Machine Screw Corp The New Haven

Truman & Barclay Sts Winsted

Fairchild Screw Products Inc Winsted

Franklin Screw Machine Co The (up to 1 1/2" capacity) Hartford

Garthwait Mfg Co A E (up to and incl 1/2") Waterbury

Greist Mfg Co The (Up to 1 1/2" capacity) New Haven

Horberg Grinding Industries Inc (Heat treated and ground type only) Bridgeport

19 Staples Street Forestville

Humason Mfg Co The Independent Screw Machine Products (up to an incl 1 1/4" capacity) Hartford

Junior Screw Machine Products Inc West Haven

Screw Machine Products (Cont.)

Lowe Mfg Co The Wethersfield

Main Screw Machine Products (davenport & automatics exclusively) Waterbury

National Automatic Products Company The Berlin

Nelson's Screw Machine Products Plantsville

New Britain Machine Company The New Britain

New Haven Screw Machine Prods Inc (up to 1 1/2" capacity) Milford

Olson Brothers Company (up to 3/4" capacity) Plainville

Olson & Sons R P Southington

Peck Spring Co The Plainville

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company Waterbury 91

United Screw Machine Co Thomaston

Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools

American Cam Company Inc (Circular Form Tools) Hartford

Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford

Somma Tool Co (precision circular form tools) Waterbury

Screws

American Screw Company Willimantic

Atlantic Screw Works (wood) Hartford

Blake & Johnson Co The (machine and wood) Waterville

Bristol Company The (socket set and socket cap screws) Waterbury

Clark Brothers Bolt Co Milldale

Eagle Lock Co The Terryville

Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford

Scovill Manufacturing Company Waterbury 91

Superior Manufacturing Co The Winsted

Screws-Socket

Allen Manufacturing Company The Hartford

Bristol Co The Waterbury

Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines

Better Packages Inc Shelton

Service Entrance Equipment

Trumbull Components Department, General Electric Co Plainville

Sewing Machines

Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven

Morrow Machine Co The (Industrial) Hartford

Singer Manufacturing Company The (industrial) Bridgeport

Shaving Soaps

J B Williams Co The Glastonbury

Shears

Acme Shear Co The (household) Bridgeport

Sheet Metal Products

American Brass Co The (brass and copper) Waterbury

Dresser Products Inc (Fabricators) Canaan

Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham

Charles Parker Co (sheet metal fabricators) Meriden

Parsons Co Inc W A (fabricators) Durham

Plume & Atwood Mfg Co The Thomaston

United Manufacturing Co Division of The Hamden

W L Maxson Corp

Sheet Metal Stampings

American Brass Company The Waterbury

American Buckle Co The West Haven

DooVal Tool & Mfg Inc The Naugatuck

Dresser Products Inc Canaan

I H Sessions & Son Bristol

Patent Button Co The Waterbury

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Steel

Dolan Steel Company Inc Bridgeport

Shell Cores

Victors Brass Foundry Inc Guilford

Shell Molding

Victors Brass Foundry Inc Guilford

Shells

Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury

Wolcott Tool and Manufacturing Company Inc Waterbury

Shipment Sealers

Better Packages Inc Shelton

Showcase Lighting Equipment

Wiremold Company The Hartford

Signals

H C Cook Co The (for card files) Ansonia

Signs

Berger Sign Co (neon electric-porcelain enamel-stainless steel) Hartford

Silk Screen Process Printing

Norton Co R H New Haven

Silk Screen Printing

Sirocco Screenprints New Haven

Silk Screening on Metal

Merriam Mfg Co (Displays and Specialties, to order) Durham

Silver & Gold Plating

Donham Craft Inc (on metals & plastics) Thomaston

Simulators

Reflectone Corporation The Stamford

Sintered Metal Products

Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds

American Cyanamid Company Waterbury

Slide Fasteners

G E Prentice Mfg Co The Kensington

North & Judd Manufacturing Co New Britain

Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Slings

American Steel & Wire Div of U. S. Steel New Haven

Smoke Stacks

Bigelow Company The (steel) New Haven

Norwalk Tank Co The South Norwalk

Snap Fasteners

Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soaps

J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Machinery

Banthin Engineering Company (complete and/or parts) Bridgeport

Boesch Mfg Co Inc Danbury

Black Rock Mfg Company The Bridgeport

Farrel-Birmingham Company Inc Ansonia

Federal Machine & Tool Co Bristol

Fenn Mfg Co The Newington

Hartford Special Machinery Co The Hartford

H P Townsend Mfg Company The Elmwood

National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford

Swan Tool & Machine Co The North Haven

Tucker Machine Co

Special Parts

Fenn Mfg Co The Newington

Greist Mfg Co The (small machines, especially precision stampings) New Haven

J H Sessions & Son Bristol

Spinnings

Gray Manufacturing Company The Hartford

Spline Milling Machines

Townsend Mfg Co The H P Elmwood

Sponge Rubber

B F Goodrich Sponge Products Division Shelton

Spotwelding

Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies

Lea Manufacturing Co The Waterbury

Spring Coiling Machines

Torrington Manufacturing Co The Torrington

Spring Presses

Townsend Mfg Co The H P Elmwood

Spring Units

Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers

Barnes Co The Wallace Div Associated Spring Corp Bristol

Springs-Coil & Flat

Barnes Co The Wallace Div Associated Spring Corp Bristol

Barrett Co William L Bristol

Bristol Spring Manufacturing Co Plainville

Foursome Manufacturing Co Bristol

Humason Mfg Co The Forestville

Newcomb Spring Corp The Southington

New England Spring Manufacturing Company Unionville

Peck Spring Co The Plainville

Springs-Flat

Barnes Co The Wallace Div Associated Spring Corp Bristol

Bristol Spring Manufacturing Co Plainville

Foursome Manufacturing Co Bristol

Humason Mfg Co The Forestville

Springs-Furniture

Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Springs—Wire	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bristol Spring Manufacturing Co	Plainville
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
Foursome Manufacturing Co	Bristol
Humason Mfg Co The	Forestville
D R Templeman Co (coil and torsion)	Plainville
J W Bernston Company (coil and torsion)	Plainville
Newcomb Spring Corp The	Southington
Springs, Wire & Flat	
Autoyre Company The	Oakville
Sprinklers	
Scovill Manufacturing Company (GREEN SPOT)	Waterbury
Stamped Metal Products	
American Brass Company The	Waterbury
Stampings	
C & H Mfg Co Inc	Watertown
Donahue Mfg Co Inc	Watertown
DooVal Tool & Mfg Inc The	Naugatuck
Foursome Manufacturing Co	Bristol
Joma Tool Co	Wolcott
Plume & Atwood Mfg Co The (small)	Thomaston
Saybrook Manufacturing Inc	Old Saybrook
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled	Waterbury
Stanley Pressed Metal	New Britain
Stampings—Small	
Acme Shear Co The	Bridgeport
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Barrett Co William L	Bristol
Bristol Spring Manufacturing Co	Plainville
Greist Manufacturing Co The	New Haven
Humason Mfg Co The	Forestville
Stamps	
Hoggson & Pettis Mfg Co The (steel)	141 Brewery St New Haven
Parker Stamp Works Inc The (steel)	Hartford
Stationery Specialties	
American Brass Company The	Waterbury
Steel—Alloy and Stainless Bars	
Northeastern Steel Corporation	Bridgeport
Steel Castings	
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron)	Hartford
Malleable Iron Fittings Co	Brantford
Nutmeg Crucible Steel Co	Brantford
Steel—Cold Finished Bars	
Northeastern Steel Corporation	Bridgeport
Steel—Cold Rolled Spring	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Steel—Cold Rolled Stainless	
Ulbrich Stainless Steels	Wallingford
Wallingford Steel Company	Wallingford
Steel—Cold Rolled Strip	
Stanley Works The	New Britain
Steel—Cold Rolled Strip and Sheets	
American Steel & Wire Div of U S Steel	New Haven
Detroit Steel Corporation	New Haven
Wallingford Steel Company	Wallingford
Steel Goods	
Merriam Mfg Co (sheets products to order)	
Steel—Ground Flat Stock	
Thompson & Son Co The Henry G,	New Haven
Steel—Hot Roll Bars	
Northeastern Steel Corporation	Bridgeport
Steel Rolling Rules	
Waterbury Lock & Specialty Co The	Milford
Steel Strapping	
Stanley Works The	New Britain
Stereotypes	
New Haven Electrotpe Div Electrographic Corp	New Haven
Stop Clocks, Electric	
H C Thompson Clock Co The	Bristol
Storage Batteries	
R A E Storage Battery Mfg Co	Glastonbury
Straps, Leather	
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown
Strip Steel	
Dolan Steel Company Inc	Bridgeport
Structural Mouldings	
Leed Co The H A	Hamden
Studio Couches	
Waterbury Mattress Co	Waterbury
Super Refractories	
Mullite Refractories Company The	Shelton
Surface Metal Raceway & Fittings	
Wiremold Company The	Hartford
Surgical Dressings	
Acme Cotton Products Co Inc	East Killingly
Seamless Rubber Company The	New Haven
Surgical Rubber Goods	
Seamless Rubber Company The	New Haven
Swaging Machinery	
Fenn Mfg Co The	Newington
Switchboards	
Distribution Assemblies Department, Electric Co	General Plainville
Switchboards Wire and Cables	
Rockbestos Products Corp (asbestos insulated)	New Haven
Switches—Electric	
General Electric Company	Bridgeport
Synthetic Fabrics	
American Felt Co	Glenville
Tabulating Equipment—Manual	
Denominator Company Inc	Woodbury
Veeder-Root Incorporated	Hartford
Tanks	
Bigelow Company The (steel)	New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined)	New Haven
Connecticut Welders Inc (steel, alloy & lined)	Wallingford
Foy Electro-Chemical Co (Metal & Plastic)	Ansonia
Norwalk Tank Co The	South Norwalk
Rolock Inc (Alloy)	Fairfield
Storts Welding Company (steel and alloy)	Meriden
Tap Extractors	
Walton Company The	West Hartford
Tape	
Russell Manufacturing Company The (woven cotton and woven glass tape)	Middletown
Tapes—Industrial Pressure Sensitive	
Seamless Rubber Company The	New Haven
Tape Recorders	
Conn Telephone & Electric Corp	Meriden
Taps	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
Tarred Lines	
Brownell & Co Inc	Moodus
Telemetering Instruments	
Bristol Co The	Waterbury
Television—Radio	
Junior Screw Machine Products Inc	West Haven
Testers—Insulation	
McNeal J D	New Haven
Testers—Insulation Wire & Cable	
Davis Electric Company	Wallingford
Testers—Non-Destructive	
Sperry Products Inc	Danbury
Textile Machinery	
Morrow Machine Co The	Hartford
2814 Laurel St	
Textile Printing Gums	
Polymer Industries Inc	Springdale
Textile Processors	
American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics)	Rockville
Thermometers	
Bristol Co The (recording and automatic control)	Waterbury
Manning Maxwell & Moore Inc	Stratford
Thin Gauge Metals	
Plume & Atwood Mfg Co The	Thomaston
Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury
Thread	
American Thread Co The	Willimantic
Belding Heminway Corticelli	Putnam
Max Pollack & Co Inc	Groton and Willimantic
Wm Johl Manufacturing Co	Mystic
Thread Chasers	
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven
Thread Gages	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
Thread Milling Machines	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
Thread Rolling Machinery	
Hartford Special Machinery Co The	Hartford
Threading Machines	
Grant Mfg & Machine Co The (double end automatic)	Bridgeport
Timers, Interval	
A W Haydon Co The	Waterbury
H C Thompson Clock Co The	Bristol
Cramer Controls Corporation The	Centerbrook
Rhodes Inc M H	Hartford
Timing Devices	
B & N Tool & Engineering Co (development and model work)	Oakville
Cramer Controls Corporation The	Centerbrook
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
Seth Thomas Clocks	Thomaston
United States Time Corporation The	Waterbury
Timing Devices & Time Switches	
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
M H Rhodes Inc	Hartford
Tinning	
Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
Tokens	
Scovill Manufacturing Company (bus, street car and subway fare)	Waterbury
Tool Bits	
Thompson & Son Co The Henry G,	New Haven
Tool Chests	
Vanderman Manufacturing Co The	Willimantic
Tool Hardening	
Commercial Metal Treating Co	Bridgeport
Tools	
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive)	Oakville
Hoggson & Pettis Mfg Co The (rubber workers)	141 Brewery St New Haven
Tools & Dies	
C & H Mfg Co Inc	Watertown
Lambro Tool-Die & Mfg Co	Bridgeport
Metropolitan Tool & Die	Hartford
Moore Special Tool Co	Bridgeport
Swan Tool & Machine Co The	Hartford
Tools, Dies & Fixtures	
Greist Mfg Co The	New Haven
Tools, Dies, Jigs & Fixtures	
Joma Tool Co	Wolcott
Lyons Tool & Die (modelwork, jig boring)	Meriden
Otterbein Co J A	Middletown
Telke Tool & Die Mfg Co	New Britain
Tools, Fixtures, Gauges	
Fredericks Tool Co J F	West Hartford
Toroidal Winding Machines	
Boesch Mfg Co Inc	Danbury
Totalizers	
Reflectone Corporation The	Stamford
Toys	
Geo S Scott Mfg Co The	Wallingford
Gilbert Co The A C	New Haven
Gong Bell Co The	East Hampton
N N Hill Brass Co The	East Hampton
Waterbury Companies Inc	Waterbury
Tramways	
American Steel & Wire Div of U S Steel	New Haven
Transformers	
Berkshire Transformer Corp The	New Milford
Dano Electric Company	Winsted
Trucks—Commercial	
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies)	Bridgeport
Trucks—Industrial	
George P Clark Co	Windsor Locks
Truck—Lift	
Excelsior Hardware Co The	Stamford
George P Clark Co	Windsor Locks
Trucks—Skid Platforms	
Excelsior Hardware Co The (lift)	Stamford
Tube Bending	
Donahue Mfg Co Inc	Watertown
Tube Clips	
H C Cook Co The (for collapsible tubes)	32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes)	Derby
Tube Fittings	
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube)	Waterbury
Tubers	
Standard Machinery Co The (tubers for both rubber and plastic industries)	Mystic
Tubes—Collapsible Metal	
Sheffield Tube Corp The	New London (Advt.)

IT'S MADE IN CONNECTICUT

Tubing	
American Brass Co The (brass and copper)	Waterbury
Bridgeport Brass Company (brass and copper)	Bridgeport
G & O Manufacturing Co (finned)	New Haven
Scovill Manufacturing Company (Brass and Copper)	Waterbury 91
Tubing—Flexible Metallic	
American Brass Co Metal Hose Branch	Waterbury
Tubing—Heat Exchanger	
American Brass Company The	Waterbury
Scovill Manufacturing Company	Waterbury 91
Tumbling Equipment & Supplies	
Esbec Barrel Finishing Corp	Beyram
Foy Electro-Chemical Co	Ansonia
Tumbling Service	
Esbec Barrel Finishing Corp	Meriden
Turntables	
Macton Machinery Company Inc (industrial & display)	Stamford
Typewriters	
Royal Typewriter Co Inc	Hartford
Underwood Corporation	Hartford
Typewriters—Portable	
Royal Typewriter Company Inc	Hartford
Underwood Corporation	Hartford
Typewriter Ribbons and Supplies	
Royal Typewriter Company Inc	Hartford
Underwood Corporation	Hartford and Bridgeport
Ultrasonic Processing Equipment	
General Ultrasonics Co The	Hartford
Underclearer Rolls	
Sonoco Products Co (Climax-Lowell Div)	Mystic
Vacuum Bottles and Containers	
American Thermos Products Co	Norwalk
Vacuum Cleaners	
Electrolux Corporation	Old Greenwich
Spencer Turbine Co The	Hartford
Valve Discs	
Colt's Manufacturing Company	Hartford
Valves—Automobile Tire	
Bridgeport Brass Company	Bridgeport
Valves	
Norwalk Valve Company (sensitive check valves)	South Norwalk
Valves—Aircraft	
Bridgeport Thermostat Div Robertshaw—Fulton Controls Co	Milford
Valves—Radiator Air	
Bridgeport Brass Company	Bridgeport
Valves—Relief & Control	
Beaton & Caldwell Mfg Co	New Britain
Valves—Safety & Relief	
Manning Maxwell & Moore Inc	Stratford
Vanity Boxes	
Bridgeport Metal Goods Mfg Co	Bridgeport
Plume & Atwood Manufacturing Co	Thomaston
Vapor Degreasing Machines	
Scovill Manufacturing Company	Waterbury
Foy Electro-Chemical Co (Manual & Automatic)	Ansonia
Varnishes	
Staminit Corp The	New Haven
Vegetable Peelers	
Colt's Manufacturing Company	Hartford
Velvets	
A Wimpheimer & Bro Inc	operated by Stonington
Leiss Velvet Mfg Co Inc The	Willimantic
Venetian Blinds	
Findell Manufacturing Company	Manchester
Jennings Company The S Barry	New Haven
New England Shade & Blind Co Inc	Durham
Venetian Blind Tape	
Russell Manufacturing Company	The (woven cotton and woven plastic) Middletown
Ventilating Equipment	
Foy Electro-Chemical Co	Ansonia
Ventilating Systems	
Colonial Blower Company	Plainville
Vertical Shapers	
Pratt & Whitney Co Inc	West Hartford
Vibrators—Pneumatic	
Branford Co The (industrial)	New Haven
Vinyl Extrusion & Moulding Compounds	
Electronic Rubber Co	Stamford
Vises	
Charles Parker Co The	Meriden
Fenn Manufacturing Company The (Quick-Action Vises)	Newington
Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic
Wall Paper	
Stamford Wall Paper Co Inc	Stamford
Washers	
American Felt Co (felt)	Glenville
Auburn Manufacturing Company The (all materials)	Middletown
Blake & Johnson The (brass, copper & non-ferrous)	Waterville
Clark Brothers Bolt Co	Milldale
Humphrey Fabricating Corp	Unionville
Plume & Atwood Mfg Co The (brass & copper)	Thomaston
I H Rosenbeck Inc	Torrington
Saling Manufacturing Company (made to order)	Unionville
Washers—Felt	
American Felt Co	Glenville
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Watches	
E Ingraham Co The	Bristol
United States Time Corporation The	Waterbury
Water Deionizers	
Penfield Mfg Co	Meriden
Water Heaters	
Whitlock Manufacturing Co The (instantaneous & storage)	Hartford
Water Heaters—Electric	
Rauer & Company Inc	Hartford
Water Heaters—Gas or Kerosene	
Holyoke Heater Corp of Conn Inc	Hartford
Waxes	
Harrison Company The A S (and other protective coatings)	South Norwalk
Waxes—Floor	
Fuller Brush Co The	Hartford
Wedges	
Saling Manufacturing Company (hammer & axe)	Unionville
Welding	
Connecticut Welders Inc (fabrication & repairs)	Wallingford
Farrel-Birmingham Company Inc	Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford
Welding—Lead	
Connecticut Welders Inc (tanks & coils)	Wallingford
Storts Welding Company (tanks and fabrication)	Meriden
Welding Rods	
American Brass Company The	Waterbury
Bridgeport Brass Company	Bridgeport
Bristol Brass Co The (brass & bronze)	Bristol
Wells	
Church Co The Stephen B	Seymour
Wheels—Industrial	
George P Clark Co	Windsor Locks
Wicks	
American Felt Co	Glenville
Auburn Manufacturing Company The (felt, asbestos)	Middletown
Holyoke Heater Corp of Conn Inc	Hartford
Wiffle Ball	
Wiffle Ball Inc The	New Haven
Window & Door Guards	
Hartford Wire Works Co The	Hartford
Smith Co The John P	New Haven
Window Shades	
New England Shade & Blind Co Inc	Durham
Wiping Cloths	
Federal Textile Corporation	New Haven
Wire	
American Brass Company The	Waterbury
American Steel & Wire Div of U S Steel	New Haven
Atlantic Wire Co The (steel)	Branford
Bartlett Hair Spring Wire Co The (hair spring)	North Haven
Bridgeport Brass Company (brass and silicon bronze)	Bridgeport
Bristol Brass Corp The (brass & bronze)	Bristol
Driscoll Wire Co The (steel)	Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted
Platt Bros & Co The (zinc wire)	Waterbury
P O Box 1030	Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver)	Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)	Waterbury 91
Wire and Cable	
Continental Wire Corp (for industrial and military applications)	Wallingford
General Electric Company (for residential, commercial and industrial applications)	Bridgeport
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications)	New Haven
Wire Arches & Trellises	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	
Wire Baskets	
Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing)	Bridgeport
Wire Cloth	
Hartford Wire Works Co The	Hartford
C O Jelliff Mfg Co The (all metal, all meshes)	Southport
Pequot Wire Cloth Co Inc	Norwalk
Rolock Inc (Alloy)	Fairfield
Smith Co The John P	New Haven
Wire Dipping Baskets	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	
Wire Drawing Dies	
Waterbury Wire Die Co The	Waterbury
Wire Forming Machinery	
Torrington Manufacturing Company The	Torrington
Wire Formings	
Autoyre Co The	Oakville
G E Prentice Mfg Co The	Kensington
Master Engineering Company	West Cheshire
North & Judd Manufacturing Co	New Britain
Turner & Seymour Manufacturing Co The	Torrington
Verplex Company The	Essex
Wire Forms	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bristol Spring Manufacturing Co	Plainville
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The	Hartford
Foursome Manufacturing Co	Bristol
Gemco Manufacturing Co Inc	Southington
Humason Mfg Co The	Forestville
New England Spring Mfg Co	Unionville
Templeman Co D R	Plainville
Terryville Manufacturing Co	Terryville
Wire Goods	
American Buckle Co The (overall trimmings)	West Haven
Patent Button Co The	Waterbury
Scovill Manufacturing Company (To Order)	Waterbury 91
Wire Partitions	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	
Wire Products	
Humason Mfg Co The	Forestville
Plume & Atwood Mfg Co The (to order)	Thomaston
Wire Reels	
A H Nilson Mach Co The	Bridgeport
Wire Rings	
American Buckle Co The (pan handles and tinner's trimmings)	West Haven
Humason Mfg Co The	Forestville
Templeman Co D R	Plainville
Wire Rope and Strand	
American Steel & Wire Div of U S Steel	New Haven
Wire—Specialties	
Andrew B Hendryx Co The	New Haven
Wiring Devices	
Harvey Hubbell Inc	Bridgeport
Wiring Harnesses	
Sight Light Div The American Machine & Foundry Co	Deep River
Wood Scrapers	
Fletcher-Terry Co The	Forestville
Woodwork	
C H Dresser & Sons Inc (Mfg all kinds of woodwork)	Hartford
Hartford Builders Finish Co	Hartford
Woven Felts—Wool	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Yarns	
Aldon Spinning Mills Corporation The (fine-wollen and specialty)	Talcottville
Ensign-Bickford Co The (jute-carpet)	Simsbury
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns)	Unionville
Zinc	
Platt Bros & Co The (ribbon, strip and wire)	Waterbury
P O Box 1030	
Zinc Castings	
Newton-New Haven Co Inc	688 Third Ave West Haven (Advt.)

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Accounting Hints

(Continued from page 45)

a result of reports showing the progress of performance and plans.

Control requires frequent reports comparing performance with plans. It is only in this manner that management can be informed of the progress of performance in relation to plans. What does management want to know? What is the best method of reporting facts to management? Who is doing the doing? How is the responsibility split? These questions should be continually kept in mind when preparing reports for management.

Operating management is not interested in pretty reports as such, beautifully ruled statements, nicely balanced accounts, except to the extent that these are a direct value to them in handling more effectively the problems which are their responsibility to solve. It is the duty of the accountant to sell his reports to management and as the buyer of a product wants to see a salesman once in a while so does the buyer of an accounting report want to see its salesman—the accountant. Operating management should cooperate with the account in deciding what kind of information is needed. It is the job of the accountant to furnish management with information most easily understood by the operating executive. Management, too often, is required to adapt itself to reports that are pleasing to the accountant and frequently management does not understand the reports when they are presented.

Reports too long in preparation are little help in correcting reported conditions. Control must take place before performance because once an event takes place there is little that can be done about it except to write the history of the event. The value of a control report is in inverse ratio to the length of time necessary to prepare the report.

Accounting has as its functions the systematic recording, measuring, and reporting the results of business transactions. A business is conducted, or at least should be conducted, to supply goods and services to its users and not for the purpose of keeping voluminous records. Those accounting records that should be maintained are those necessary to report the efficiency with which business is conducted and to control property the stewardship of which is the responsibility of the management.

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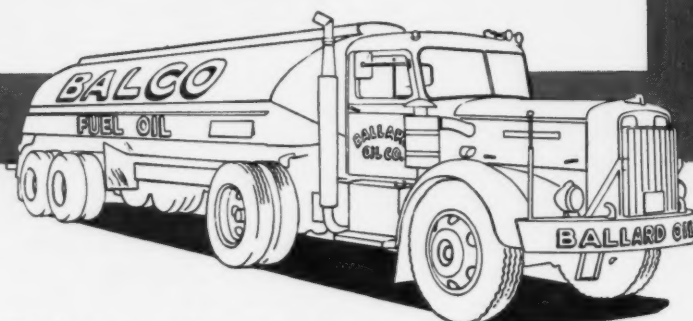
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